# Provisional Provisioner



# OUR 26TH ANNIVERSARY

We have passed another milestone of our commercial life, and with pardonable pride pause to view in retrospect the many friends of the past and present the world over whose good will has made our sound and steady expansion possible. To each of them we offer our heartfelt thanks.

We believe that today's leaders in the meat industry realize, as never before, the possibilities open to them in the sausage field. The progressive cooperation now being made to increase sausage popularity will create excellent results, and will lead to greater efforts and success in the future.

Therefore, we look to the future with utmost confidence — confidence based on our ability to serve a great industry and serve it well.





# ME WAITS FOR NO MAN..OR MACHINE

New BUFFALO Helical Gear Drive Grinders make every minute count. There is no waiting for the machine to "catch up"—no waste—no lost production time.

These BUFFALO Grinders keep two men busy feeding. The meat is rapidly conveyed in a steady flow to the knife and plate and cut clean. The necessity for "babying" the meat by gradual feeding, stomping, and reforking which results in a time wasting production lag is eliminated. There is no backing up, mashing and heating.

Balanced design of cylinder and skillfully engineered shape and speed of feed screw accounts for easier feeding and higher production rate. The sealed in oil, quiet helical gear reducer has adjustable bearings and handy one point visible oiler. These and many other features of quality construction promise extra years of efficient, trouble-free service at the lowest operating and maintenance cost



E. SMITH'S SONS CO., BUFFALO,



# THE NATIONAL PROVISIONER

The Magazine of the Meat Packing and Allied Industries





Official Organ Institute of American Meat Packers

Volume 102

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# DAILY MARKET SERVICE

(Mail and Wire)

E. T. NOLAN

C. H. BOWMAN

Editors

The National Provisioner Daily The National Provisioner Daily Market Service reports daily mar-ket transactions and prices on provisions, lard, tallows and greases, sausage materials, hides, cottonseed oil, Chicago hog mar-hets, etc.

For information on rates and service address The National Pro-visioner Daily Market Service, 407 So. Dearborn st., Chicago.

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# YOU DEMANDED A BETTER WRAPPER

new paper for wrapping pork and other fresh meats—PACK-ERS OILED WHITE. But you packers who voiced your demands for a better wrap are responsible for this improved sheet. PACKERS OILED WHITE is stronger wet and stronger dry... keeps meat surfaces dry, strips cleaner... combines the best qualities of H.P.S. Packers Oiled Manila and White Oiled Loin Paper... actually costs less to use! PACKERS OILED WHITE meets all your specifications! Generous samples sent on request. Write!

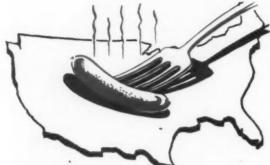
# H. P. SMITH PAPER COMPANY

1134 West 37th Street



Chicago, Illinois

# Report to the on Pork Sausage



# GENTLEMEN:

From Coast to Coast-the People's Choice With many "precincts" still to be heard from, the industry's campaign in behalf of pork sausage links has "carried the nation." Facts now available reflect a "success story" that merits telling:

1. A 14 per cent average increase in pork sausage link sales was recorded in February over the similar 1939 period. This compares with an increase of only 4 per cent in total domestic sausage production in the same month.

Moreover, this increase in pork sausage links volume was in the face of a previously accepted downward seasonal trend . . . despite comparison of a Lenten period this year with a non-Lenten period in 1939 . . . and despite greatly expanded 1940 fresh pork production with resulting lower prices for fresh meat . . . a situation that normally has an adverse effect on sausage sales.

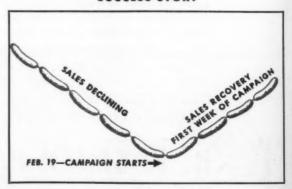
This represents results!

- 2. During the two weeks from February 3 to February 17, pork sausage links production declined 12 per cent. Sixty-four per cent of this sharp decline was recovered in the first five days of the campaign.... This shows what the industry can do by united promotion!
- 3. Seventy per cent of the companies reporting to the Institute had sales increases. One-fifth of all companies reported an increase of more than 30 per cent and more than one-third showed increases of 20 per cent or more.

This is evidence of what aggressive cooperative promotion can really accomplish.

4. A 59 per cent increase in volume of pork sausage links sold was reported by one large retail chain organization comparing February, 1940, and February, 1939, sales an increase aside from and in the face of a heavy volume of lower priced bulk pork sausage during the same period.

# "SUCCESS STORY"



Production reports submitted by members of the Institute show that pork sausage link sales were dropping sharply prior to February 19, when Pork Sausage Link Month was started.

At that point the production decline was stopped and turned sharply upward-showing a recovery in one week of 64% of volume lost in the preceding two weeks.

# Meat Industry Link Month

Here are more facts:

An independent research organization made a survey of typical stores in 32 major markets from coast to coast on Friday, February 23—the day the double-page ad appeared in *Life* Magazine. This impartial report disclosed that:

- **1.** A high percentage of the retailers knew about the *Life* ad and had reprints of it on display in their stores.
- 2. Seventy per cent of these well-informed retailers had heard of the promotion from meat salesmen.
- 3. A large percentage of the retailers were tying-in —not only with displays, but also with newspaper, hand-bill, and even radio advertising.
- 4. The promotion was well supported by individually owned stores, by voluntary chains, and by chains and super-service markets.

# Cooperation by Other Industries

Support by other industries was outstanding.

Excellent cooperation was accorded cheerfully by hotels, restaurants and the other food industries generally... more than 40 railroads prepared special pork sausage link menus and featured combinations of sau-

sage links and "teammate dishes" for breakfast, luncheon and dinner . . . an extraordinary number of newspapers and other publications carried feature articles and pictures on pork sausage dishes . . . numerous culinary radio programs likewise devoted special attention to the preparation and serving of pork sausage links.

# Agricultural Interests Welcome Campaign

Consumers, live stock growers and other agriculturalists, live stock commission men, United States Senators and Representatives from agricultural states, and even Canadian retail interests, have shown impressive and enthusiastic interest in the *Life* advertising, and hearty approval of the program generally.

These facts represent only a small sample of the evidence of the success enjoyed by the pork sausage links campaign. These facts were gathered when the campaign was little more than started.

There is every indication that this promotion has created a momentum which will continue for weeks to come. Continuous sales pressure in behalf of pork sausage links, both by manufacturers' salesmen and by retailers, will contribute to holding pork sausage link sales at a high level. Keep pushing pork sausage!

# THE LIVER SAUSAGE PROMOTION IS NOW ON ITS WAY



Stand by for the Liver Sausage Promotion! The advertisements, display and promotion materials for this event will be even more striking than those used in the pork sausage links campaign.

Full details of Liver Sausage Promotion Month will be announced in this publication next week. Get set to capitalize on it in a big way. It will merit all the drive you can put behind it.

INSTITUTE OF AMERICAN MEAT PACKERS

# "BOSS" AIR STUFFERS



"BOSS" STUFFERS embody all the safety features necessary to counteract human failings. Equipped with a stout safety ring, the piston can not be blown out if the air pressure is accidentally applied before the stuffer lid is closed.

Cylinder is accurately machined and polished so that the piston can be fitted and the packings applied to assure closest fit to avoid air leaks.

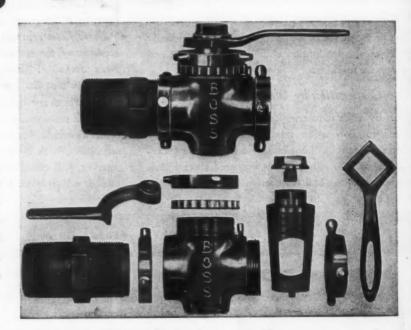
Furnished in 100, 200, 300, 400 and 500 lb. capacities.

"BOSS" STUFFER PISTON shown in detail to the left. Its simple, precise construction may readily be seen. Adjustment can be made without removing the piston from the stuffer cylinder.

"BOSS"
MICRO-SET
STUFFER
VALVE

Patented

Furnished on all sizes of "BOSS" Stuffers, are leak-proof and non-binding, and will not get out of adjustment when taken apart for cleaning.



"BOSS" - Built to give Best Of Satisfactory Service



The Cincinnati Butchers' Supply Company

824 Exchange Ave., U. S. Yards, Chicago, III. Mfrs. "BOSS" Machines for Killing, Sausage Making, Rendering FACTORY: 1972-2008 Central Ave. Cincinnati, Ohio

GENERAL OFFICE: 2145 Central Parkway, Cincinnati, Ohio



# MORE ALLURE than a peek-a-boo waist

... and more flattering! See how the bacon under the printed sheet of Lumarith Protectoid looks even better than the bacon "in the nude."

That's package appeal for you! And with Lumarith Protectoid, package appeal is permanent. Lumarith Protectoid never shrinks or wrinkles. It permits meats to breathe. It does not absorb moisture. It shows less fogging under refrigeration and changing temperatures. It protects against mold, germs and infestation. It is absolutely grease-proof—never becomes limp and soggy in contact with greasy surfaces. It meets the requirements of the B.A.I.

Write Packaging Division, CELLULOID CORPORATION, 10 E. 40th Street, New York City. Established 1872. Sole Producer of Celluloid and Lumarith. (Trademarks Reg. U. S. Pat. Off.)





# Safeguard Your Sausages' Tender Freshness With ARMOUR'S NATURAL CASINGS

MOTHER Nature sees to it that every growing thing is amply protected with a covering best suited to its needs!

And Armour's Natural Casings supply you with sausage jackets that suit *their* needs to a "T"!

For one thing, they have the natural ability to keep your sausages juicy and full-flavored for a long period of time!

Then, their porous texture permits the great smoke penetration you want, to give

your products the tangy, smoked taste that has made them popular with Mrs. Consumer.

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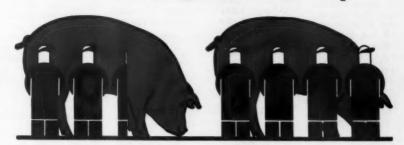
And (this is important) you can count on Armour's Natural Casings to cling tightly to the sausage meat, giving it that appetizing, well-filled appearance that means so much to sales.

Your Armour Branch House can supply you with the precise casing you want. Phone today for up-to-the-minute quotations and fast, efficient service.

# **ARMOUR and COMPANY**

# PACKERS CREATE MORE JOBS BY Increasing Efficiency

1931
2.4 Workers
Per Thousand
Hogs
Slaughtered



1937
4.0 Workers
Per Thousand
Hogs
Slaughtered

MUCH progress has been made during the past decade in applying general industrial equipment, including chutes, conveyors and lift trucks, to packinghouse use.

During this time, also, many special machines and devices have been developed to speed up meat processing, cut production costs, add sales appeal to products and to improve their quality. Plant layouts have been improved. Building construction materials are being used which require less repairs and maintenance and cut cleaning costs. Speedier trucks equipped with more reliable and efficient refrigerating systems are available.

Equipment and building maintenance and repair methods have been made more efficient and economical. Coal and ash handling devices and economical ice freezing equipment are being installed. Automatic temperature control instruments are simplifying processing operations.

# **Has Efficiency Affected Employment?**

Casual consideration of the effects of these trends and developments may lead to the conclusion that one of the important results has been a reduction in packinghouse jobs and a decrease in meat industry payrolls. How has employment been affected by this increase in the use of modern equipment, adoption of more efficient processing methods and the application of up-to-date engineering principles in the packinghouse?

This question is of much interest to packers and sausage manufacturers and to business men and wage earners in packinghouse centers in view of the fact that there are approximately 10,000,000 unemployed in the country, and that there has been much critical comment in the press on the effect of so-called "labor-saving" machinery and methods on the unemployment situation.

The use of modern, efficient equipment and methods has undoubtedly reduced the number of workers required in some departments of meat packing and sausage manufacturing plants. This is evident. Other "labor-saving" machines and methods are in use, however, which not only have *not* reduced the

number of packinghouse jobs, but which have been directly responsible for increasing employment inside and outside the meat industry. Reference is made to some of this job-creating equipment later in this article.

Any attempt to balance the effects of labor-displacing equipment and methods against those of the job-creating machines and operations, to determine the net gain or loss in workers, would require long and painstaking research. Such an investigation might prove a point, regardless of the result of the study, but the information would not be of much practical value unless the results being accomplished by the workers employed were also analyzed.

# **Industry Employs More Men**

What is known definitely, however, is that there are more jobs in the meat packing industry today than there were a few years ago, and that more people are gaining their livelihood in meat plants at present than in 1930. There are indications that the number of jobs will continue to rise for several years, regardless of any increase in the rate at which modern equipment may be used and the degree to which processing operations are made more efficient and economical.

Number of head of livestock available for slaughter will always be a factor influencing employment in the meat packing industry, but it does not appear that livestock supply is the determining element it is generally thought to be.

During 1931, for example, 44,000,000 hogs were slaughtered in inspected meat plants. In that year, 106,707 wage earners were employed in a selected group of plants. During 1937, however, the latest year for which meat industry employment statistics are available, only 32,000,000 hogs were slaughtered in inspected establishments, but 127,477 wage earners were employed in the plants of the group. In other words, while only 2.4 wage earners were required per 1,000 hogs slaughtered during 1931, 4.0 wage earners were used per 1,000 hogs during 1937.

Nor can the increase in the number of wage earners be explained by an increase in the number of plants in the group under comparison, or by an increase in the total volume of fresh meat produced during the period. The wage earner statistics referred to here were collected in a group of plants numbering 1,277 units in 1929, 1,209 in 1931, 1,078 in 1933, 1,223 in 1935 and 1,160 in 1937.

Total volume of fresh meat of all kinds produced in these plants was 9,-844,659,000 lbs. in 1929, in 1931 was 9,-888,653,000 lbs. and was 9,956,376,000 lbs. in 1937. Between 8 and 9 billion pounds were produced in the intervening years.

The accompanying tables show number of hogs slaughtered, number of salaried employes and number of wage earners employed in the industry for alternate years from 1929 to 1937, the last year for which employment statistics are available.

# **Employment Trend Upward**

It will be noted that number of wage earners employed in meat packing has not fluctuated in any uniform relationship with the increase or decrease in number of plants, number of hogs slaughtered under federal inspection or volume of fresh meat produced, but has pursued an upward course during the period. Number of workers per thousand head of hogs slaughtered has also increased.

A clue to the reason for this increase in employment is found in the figures on production of processed meats in inspected plants. Production of sliced bacon increased from 218,399,000 lbs. in 1937 to 266,814,000 lbs. in 1939. Volume of sliced bacon produced during each of the first three months of the 1940 packer year was from 3 million to 5 million lbs. greater than during the corresponding months of 1939.

Canned pork output in 1937 was 121,-790,000 lbs.; in 1939, 190,519,000 lbs. Production during the first three months of 1940 was 74,448,000 lbs.; for the first three months of 1939 it was 49.413,000 lbs.

# More Meat Canned

Production of all canned meats and meat food products in inspected plants totaled 545,829,000 lbs. in 1937 and 581,391,000 lbs. in 1939. Output during the first three months of 1940 was 210,041,000 lbs. and for the first three months of 1939 was 156,246,000 lbs.

Volume of meat loaves produced in 1937 was 104,731,000 lbs. and was 106,407,000 lbs. in 1939. Production during the first three months of 1940 was considerably greater than during the like period last year. Volume of fresh and smoked sausage manufactured held relatively steady from 1937 to 1939.

Production of canned meats, except canned sausage, in the groups of plants referred to previously, expanded from 149,582,000 lbs. in 1929 to 240,767,000 lbs. in 1937. Canned sausage production increased from 19,551,000 lbs. to 26,604,000 lbs. during this period.

Manufacture of dog and cat food in inspected meat packing plants has also

# **MEAT INDUSTRY EMPLOYMENT**

MEAT PACKING PLANTS

	No. of Plants	Salaried Workers	Wage
1929	1,277	23,349	122,505
1931	1,209		106,707
1933	1,078		113,193
1935	1,223	22,097	116,620
1937	1,160	25,097	127,477
	SAUSAGI	PLANTS	
1929	681	1,219	5,897
1931	741		6,242
1933	714	_	7,797
1935	808	1,639	9,164
1937	817	1,708	10,127

# PACKINGHOUSE WORKERS PER 1,000 HOGS

	Inspected Slaughter (Thousands)	Wage Earner Per 1,000 Ho
1929	48,000	2,5
1931	44,000	2.4
1933	47,000	2.4
1935	26,000	4.5
1937	32,000	4.0

expanded rapidly. Data on these products is not available for periods prior to 1935, but output was 62,790,000 lbs. in 1935 and had increased to 150,319,000 lbs. in 1937.

Hog slaughter in inspected plants increased from 32,000,000 head in 1937 to 40,000,000 in 1939, but the increase in the output of processed meats during this period cannot be explained entirely by the greater volume of product available. During 1936, for example, when hog slaughter in inspected plants was the same as during 1938—36,000,000 head—production of processed meats was considerably smaller than during the latter year.

It might be suspected that the increase in the number of workers has been due to a shorter working week. Analysis of data on wage payments and the worker's average yearly earnings does not lead to this conclusion.

During the two years from 1929 to 1931, the number of wage earners declined from 122,505 to 106,707 in the group of selected plants from which the employment data given previously was taken. Total wage payments during this time decreased from \$165,867,000 to \$134,529,000. However, the 113,193 workers employed in 1933 were paid \$112,265,000; the 116,620 employed in 1935 were paid \$136,467,000 and the 127,477 employed in 1937 received \$170,386,000.

# **Average Earnings Higher**

Average earnings of each worker were approximately \$990 in 1933, \$1,170 in 1935 and \$1,337 in 1937. This increase in average earnings was due, in part, to a somewhat higher wage hour rate, but more particularly to packers' efforts to provide more hours of work per week for their employes.

All evidence available leads to the conclusion that meat industry employ-

ment is increasing because more processing is being done. A much greater percentage of meat is being wrapped and packaged, partially cooked and made ready to eat. Also, the average weight of retail sales units has been reduced, necessitating more packaging and more handling.

The amount of labor required to perform these added processing and packaging operations is greater than the labor saved by use of more efficient and economical equipment and methods. The net result has been an increase in jobs. Machinery and better methods, for the time being at least, are not displacing meat plant workers; they are merely shifting the workers from some jobs to others.

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### **Bacon Slicer Makes Jobs**

The danger in attempting to generalize on the ill effect of labor-saving machinery on meat industry employment is clearly illustrated in the case of modern, high-speed bacon slicing machines and wrapping equipment.

A high-speed slicing machine produces as much sliced product in a day as a skilled worker using a knife could turn out in a week. It would be wrong to assume, however, that the high speed slicer displaces the number of handslicing workers which would be required to equal the machine's volume. The modern slicing machine not only turns out product more acceptable to consumers, saves time and reduces slicing costs, but it has also created jobs for many hundreds of workers inside and outside the industry.

If bacon were sliced by hand the cost would be so high that sale of this product would be greatly restricted and production would be limited to a comparatively insignificant amount. Only a few workers would be required to produce the volume which could be sold under such circumstances.

### Sliced Bacon for All

The high speed bacon slicing machine, the rapid, accurate scales and the efficient wrapping facilities employed with these machines have made it possible to produce sliced and wrapped bacon at a price well within the means of a large body of consumers. The reasonable price and the convenient form in which this product is offered for sale have aided in making sliced bacon one of the most popular meat products.

Practically every meat packer, and a large percentage of sausage manufacturers, produce sliced bacon; hundreds of workers are gaining their livelihood in bacon slicing rooms. To this host of workers who owe their jobs to modern production methods must be added those who are producing and printing bacon wraps and cartons and those employed in factories manufacturing bacon formers, slicing machines, scales, conveyor tables and motors for operating them, air conditioning systems, etc. A considerable percentage of these workers would lose their jobs if "labor saving" equipment were banished from the bacon slicing and wrapping room.

# Pork Link Campaign Success Shown by 14% Volume Rise

Basing its opinion on evidence submitted by member companies, the Institute of American Meat Packers reports that the nation-wide pork sausage link advertising program has been a decided success. Furthermore, the Institute points out, the beneficial effects of the program should continue for some time.

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Sales of pork sausage links were about 14 per cent greater in February than during a similar period in 1939. They increased substantially during the last ten days of the month after a slight decline in sales during the previous three weeks. This increase occurred during the Lenten period, whereas the similar period a year ago was a non-Lenten period.

The wholehearted and enthusiastic cooperation of meat packers, retail meat dealers, restaurants, hotels, railroads and others had indicated previously that the campaign was meeting with unusual success. Sales figures reported by cooperating packers bear out what appeared from the beginning to be the inevitable result of the program.

# **News from Campaign Front**

As the campaign progressed into its second phase, following the second fourcolor Life magazine advertisement and the thousands of displays in retail stores throughout the country, reports from retailers, railroads, meat packers, and others have continued to reach the Institute. One interesting bit of news is in a letter from the campaign chairman for North Dakota:

"I had a pleasant experience yesterday that might interest you. In coming in on one of the Great Northern diners, the steward informed me that he had served more luncheons off the special sausage menu that they are featuring than any other special feature he had ever handled—in fact, he had to wire for an additional five lbs. of sausage to be put on the train at Fargo to run him until he got to Minneapolis."

### Reports from Chairmen

One chairman from a southern city said:

"Might state that we were selling only from 300 to 500 lbs. of pork sausage until we started this campaign. Now we have increased this to from 3,000 to 5,000 lbs."

Another chairman from Huntsville, Alabama, remarked,

"The people of Huntsville have eaten more pork sausage links during this campaign than in any other similar period in the past 14 years."

Some of the other reports received from Institute chairmen follow:

MEDFORD, ORE .- "Our sales of

link sausage running about 100 per cent over same periods last year."

SHEBOYGAN, WIS .- "Just a few minutes ago, one of the largest food accounts in our city called me and advised that he would like to feature pork sausage in natural casings in a sale to run all next week. This certainly is an indication that our better dealers are able to appreciate what is being done, and are glad of the opportunity to work with us."

HOQUIAM, WASH .- "The campaign is now in high gear and from all indications, it is going to be one of the biggest events the sausage business has ever experienced. Dealers are stressing quality in their ads and sales talk over the counter to the public and are very considerate in a reasonable mark-up, forts in order to retain the high level of sausage sales now prevailing.

The nation-wide pork sausage advertising program, according to the Instihas created momentum which should continue for weeks to come. Continuous effort to promote and push the sale of pork sausage, and to increase consumer interest in pork sausage, should create and help maintain a greater market.

# PORK SAUSAGE VIA TELEGRAM

"On presentation of this telegram to (dealer's name), you will receive gratis one pound of De Luxe sausage. This sausage is prepared under the super-vision of federal government inspectors and is the only sausage made in Quebec which bears the 'government approved' stamp. Protect the health of your family by insisting on government inspected

With the foregoing telegram, Quebec Packers Limited, prominent Dominion packers, recently tried an interesting



### LAUNCH SAUSAGE DRIVE IN MASSACHUSETTS

Inspecting the Life magazine advertisement which officially opened the pork sausage link campaign of the Institute of American Meat Packers, Governor Leverett Saltonstall of Massachusetts (seated) is shown as he received a carton of choice link sausage from an Institute delegation. Left to right: Edward M. Synan, president, Massachusetts Retail Grocers Association; J. J. MacMullan, manager, Wilson & Co., Cambridge, Mass.; Irving W. Rabinovitz, director of meat operations, Economy Grocery Co.; J. E. Wilson, president, Batchelder & Snyder Co.; C. L. Adams, director of meat operations, New England division, Great Atlantic & Pacific Tea Co; W. D. Jones, New England representative of the Institute sausage section; and J. H. McManus, vice president, John P. Squire Co., regional chairman of the campaign.

with a view toward retaining the present momentum as much as possible."

ALBUQUERQUE, N. M .- "The larger dealers and many of the smaller dealers have included some brand of pork sausage links in their newspaper ads each week. We also had a tie-in with Aunt Jemima pancake flour in one of the large stores in this territory which was widely advertised."

Meat packers and local chairmen constantly have indicated their intention of continuing sales promotion ef-

pork sausage merchandising device which led to 100 per cent repeat orders, according to C. E. Desourdy of the company. The packing firm chose a group of the better dealers in Quebec and asked each of them to supply a list of 25 steady customers. Telegrams were then sent to each of these customers.

"From the dealer's standpoint," reports Mr. Desourdy, "the campaign was a success because it was the means of bringing his customers into the store."





# Moisture Vapor Proofness of Wrapping Papers Used on Frozen Foods\*

By CLARENCE W. DUBOIS and DONALD K. TRESSLER

THE air in low temperature storage rooms usually has a low relative humidity due to condensation of most of its moisture on the coils of the refrigerating system. Because of this low relative humidity, frozen foods held in storage have a tendency to dry out, or desiccate, unless protected by moisture-proof wrapping or package.

In the case of meat and poultry the protector is usually some type of paper. Papers are also used for lining or wrapping many types of cartons.

The purpose of the tests reported here, which were conducted on a large number of the papers marketed as packaging materials for frozen products, was to ascertain the protective value of these papers when used on frozen foods. For various reasons it was impossible to test all the papers on the market, but all samples submitted to the laboratory by paper manufacturers were tested.

# **Determining Vapor Transmission**

It is important that a wrapping material prevent desiccation of the wrapped food, prevent the food from absorbing outside flavors and odors and protect the food from contamination. It is also important that the paper should not crack or become brittle at a low temperature, absorb blood, water, oil or grease, or impart flavor to the product enclosed. To learn whether or not these papers could fill these demands they were subjected to tests to determine: Loss of moisture vapor through the paper; resistance to blood stains, grease and oil; water absorption; flavoring characteristics, and brittleness and cracking at low temperature and actual storage conditions.

Methods used in determining moisture vapor transmission through the papers were those described by Tressler and Evans.

Twenty cubic centimeters of water was put in crystallizing dishes 4 cm. in diameter and the water was allowed to freeze. The paper to be tested was sealed over each dish with a special wax and the superfluous paper trimmed.

Since weighings were made in a room held at minus 10 degs. F., it was necessary to use a special wax which would not crack at a low temperature. If the sealed paper cracked loose from the dish at this low temperature the seal would be broken and the test ruined. The wax used was prepared by melting together 22 per cent paraffine, 23 per cent beeswax and 55 per cent petroleum jelly (vaseline).

The covered dishes were placed in a constant temperature, constant humidity chamber located in a room held at minus 10 degs. F. The temperature of the chamber was thermostatically controlled at 5 degs. F., with a relative humidity of 50 per cent controlled by a sulphuric acid solution. The papers were then allowed to remain 48 hours, to come to equilibrium with the air before they were weighed and the weights recorded, and were then returned to the chamber for seven days before the second weights were made and recorded. Each paper was run in triplicate. The difference between the first weights and second weights, the average loss per day per dish, the average loss per paper and the loss per square meter were then calculated.

The figures in Table No. 1 are the results of the moisture vapor transmission through the various papers at 5 degs. F., at a 50 per cent relative humidity.

Water-proofness should not be confused with moisture-vapor-proofness since a paper may be water proof without being water vapor proof. A moisture vapor proof material is one that will prevent moisture from diffusing through it. Parchment papers usually are water proof but not water vapor proof. Waxed paper absorbs water and will tear very easily when water soaked.

### **Methods in Miscellaneous Tests**

In testing the papers for resistance to bloodstains a piece of paper approximately 6" square was taken on which was placed about a tablespoonful of fresh blood. This was allowed to stand for 20 minutes. Similar procedure was followed with another piece of paper, using water to ascertain resistance to water, and the results noted.

To test for grease, oil, and flavor imparting resistance, a piece of paper 6" square was taken in which a piece of butter was wrapped and allowed to remain at room temperature for 12 hours. The papers were then opened, the butter tested by three persons, and the paper examined for grease absorption.

The papers were placed in a minus 10 degs. F. room for one hour, then tested for brittleness by rubbing the paper between the hands.

Another piece of each paper was tested for resistance of the coating to cracking at minus 10 degs. F. by wrinkling the paper in the hands. The results were noted.

Table No. 2 shows the results obtained in testing the various papers for resistance to blood and bloodstains, grease and oil, soaking up water, imparting flavors to products, brittleness and cracking at low temperatures.

Pork chops, lamb chops, veal cutlets,

TABLE NO. 1.—MOISTURE VAPOR TRANS-MISSION OF WRAPPING PAPER AND LINERS AT 5 DEGREES F.

	per mber.	Ту	pe.	Av. loss in gran	
1	Paper	waxed t	wo sides.		24.2
2	Paper	waxed o	ne side		21.7
3	Paper	waxed o	ne nide		33.7
4	Paper	waxed o	ne side		26.4
5	Parch	ment. no	coating.	1	15.9
6	Parch	ment was	red one si		18.0
7	Parch	ment wax	ed two sic		28.0
8	Parch	ment with	mecial o	coating	1.4
9	Semi-t	ransparer	t naner		2.0
10	Lamin	ated semi	transpar	ent paper	.5
11	Specia	1 conted	vegetable	parchment	1.3
12	Specia	1 coated	vegetable	parchment	2.2
13	Specia	l coated	sulfite ner	er	2.3
14	Waxe	namer t	wo sides		4.0
15	Trans	parent vis	cose sheet	-moisture-	
16	Trans	parent vis	cose sheet	-moisture-	.8
17	Trans	f	cose sheet	-moisture-	1.0
	Droo	f	cose succi	moisture.	.5
18	Trans	parent vis	cose sheet	-moisture-	
19	Trans	parent vis	cose sheet	-moisture-	.9
20	Trans	parent vis	cose sheet	-moisture-	.6
21	Trans	parent vis	cose sheet	-moisture-	1.8
22	Trans	arent vis	cose sheet	-moisture-	.6
23	Proo Water	f proofed b	eat sealin	g transparent	.6
				************	5.8
24	Specia		ated parch	ment	.9

\*Approved by the director of the New York State Agricultural Experiment Station for publication as Journal Paper No. 343.

Paper	Heat Sealing Quality.	Stain- proof.	Grease- proof.	Condition at zero.	Water- proof.		lavor parted.
1	Fair	Stains	No	Wax cracks	No	No	None
2	Fair	Stains	No	Wax cracks	No	No	None
2	Fair	Stains	No	Wax cracks	No	No	None
4	Fair	Doesn't	No	Wax cracks	No	No	None
5	Not heat sealing	Soaks up	Takes up grease	No	No	No	None
6	Fair	Stains	Not entirely	No	Not entirely	No	None
7	Fair	Stains	Yes	No	Not entirely	No	None
8	Good	Yes	Yes	No	Yes	No	None
9	Good	Yes	Yes	Cracks slightly, no harm	Yes	No	None
10	Excellent	Yes	Yes	Cracks very slightly	Yes	Quite brittle	None
11	Excellent	Yes	Yes	No	Yes	No	None
11 12 13 14 15	Excellent	Yes	Yes	No	Yes	No	None
13	Good	Yes	Yes	Slight cracking	Yes	No	None
14	Fair	Stains	No	Cracks badly	No	No	None
15	Not heat sealing	Yes	Yes	No	Yes	Very brittle	None
16	Excellent	Yes	Yes	No	Yes	Slightly brittle	None
17	Excellent	Yes	Yes	No	Yes	No	None
18	Excellent	Yes	Yes	No	Yes	No	Oily
19	Excellent	Yes	Yes	No	Yes	No	None
20	Excellent	Yes	Yes	No	Yes	Slightly	None
21	Excellent	Yes	Yes	No	Yes	No	None
17 18 19 20 21 22	Excellent	Yes	Yes	No	Yes	No	None
200	Good	Yes	Yes	Cracks	Yes	No	None
28 24	Good	Yes	Yes	No	Yes	No	None
25	Not heat sealing	Yes	Yes	No	Yes	No	None

and cuts of beef roasts were wrapped in a paper, then a stockinette was pulled over the paper and meat. The stockinette served as a protection to the package and brought the paper in closer contact with the product on all surfaces. The meats, after being packaged in the various types of wrappers, were placed on wire racks and frozen in an air blast in a room held at minus 10 degs. F.

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After the meat was frozen, it was weighed and then placed on open shelves at minus 5 degs. F. to minus 10 degs. The room had an approximate relative humidity of 40 per cent. The meats had been stored under these conditions for a period of six months when the second weights were taken. Table No. 3 shows the loss of moisture from the package with the appearance observations noted on examination.

The temperature at which frozen meat is held has a decided influence on the length of time the meat can be kept without its becoming rancid. The higher the temperature, the sooner the fat becomes rancid.

The storage temperature also affects the rate of loss of moisture from meats. The lower the temperature, other conditions being the same, the lower the rate of loss. The fat of meat wrapped in a material that has a low moisture vapor transmission rate does not become rancid as soon as that packaged in a material that has a high vapor transmission rate, probably because a film of moisture on the surface of the meat protects the fat from oxidation by the air.

Frozen meat wrapped in a paper that has a high moisture vapor transmission rate, if stored at a high temperature, e. g. 10 degs. F., is likely to take on off flavors, to absorb "storage" odors and to desiccate.

The results of the 25 packaging material tests indicate a wide variation in their adaptability for packaging frozen foods and for their storage.

If we assume that a paper or other wrapping material adequately protects meat and other foods from desiccation, if at 5 degs. F. it transmits not more than three grams of moisture vapor per square meter per 24 hours, and if in addition the material is not stained by blood or grease and does not become brittle at low temperature, or impart a flavor to the food, then our results show that the following materials may be considered satisfactory for use in packaging foods for storage in lockers:

E. I. duPont de Nemours & Company, Inc.

No. 300 MAT Cellophane No. 300 Sp. MST Cellophane No. 450 Sp. MST Cellophane

Sylvania Industrial Corp. No. 300 STD Sylphrap No. 300 BU Sylphrap

No. 300 BU Sylphrap No. 300 WP Sylphrap Riegel Paper Corp.

40 lb. heat sealing Vegetable Parchment 35 lb. heat sealing Ivory Durapak

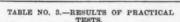
Diafane Laminated Diafane

Paterson Parchment Paper Co. Special coated parchment

Menasha Products Co. Paraweld parchment

Dewey and Almy Chemical Co. Cry-O-Vac latex

It is impossible to test all the wrapping materials on the market suggested as being adapted for use for packaging frozen products. All such materials submitted by manufacturers were tested prior to July 1, 1939. This work is being continued and materials are being tested.



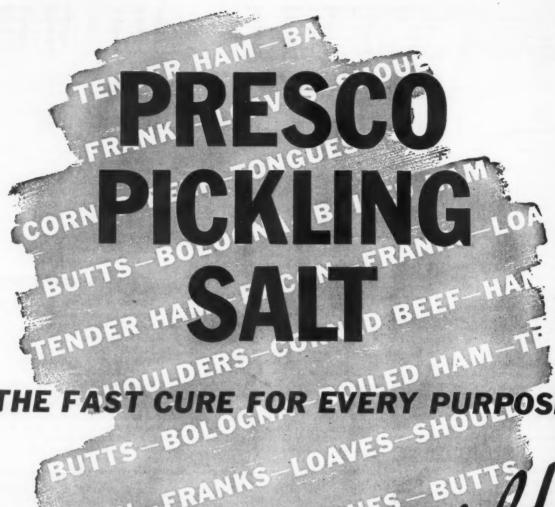
		12020	
Paper.	Meat.	Per cent weight loss of moisture.	Appearance.
1	Beef	2.1	Desiccated
10	Beef	0.19	OK
3 25	Beef	0.12	OK
3	Beef	2.5	Desiccated
25	Beef	0.1 2.6 0.08 4.6	OK
7	Beef	2.6	Desiccated
11	Beef	0.08	OK
14	Beef	4.6	Desiccated
1	Pork	1.4	Desiccated
10	Pork	0.18	OK
29 3 25 7	Pork	0.17	OK
3	Pork	1.8	Desiccate
25	Pork	0.05	OK
7	Pork	3.5	Desiccate
11	Pork	0.17	OK
14	Pork	5.0	Desicente
1	Veal	3.0	Desiccate
10	Veal	0.12	OK
22 3 25 7 11 14	Veal	0.09	OK
3	Venl	2.7	Desiccate
25	Veal	0.08	OK
8	Veal	0.08 4.7 0.13	Desiccate
11	Veal	0.13	OK
14	Veal	6.0	Desiccate
1	Lamb	1.8 0.17 0.18	Desiccate
10	Lamb	0.17	OK
22	Lamb	0.18	OK
3	Lamb	2.0	Desiccate
25	Lamb	0.11	OK
7	Lamb	2.5	Desiccate
11	Lamb	0.17	OK
14	Lamb	3.0	Desiccate



Esskay brand pork sausage, produced by the William Schluderberg-T. J. Kurdle Co., Baltimore, Md., packers, recently made its appearance in 1-lb. Platonite bowls decorated in five combinations of characters from the Paramount cartoon classic, "Gulliver's Travels," which was released during December.

Consumer interest and re-sale of the sausage are stimulated by the re-use feature of the white glass bowls.

The Platonite bowls were designed, manufactured and decorated by Hazel-Atlas Glass Co., Wheeling, W. Va.



BUTTS
BUTTS
BACON FRANKS LOAVES
BUTTS
BACON FRANKS LOAVES
CORNED BEEF TONGUES BUTTS
CORNED BOILES AND LOAVES
BOILES CORNED
CORNED SHOULDERS CORNED
TONGUES

THE PRESERVALINE MANUFACTURING CO., BROOKLYN, N. Y.

# A page for the PACKER SALESMAN

# Typical Sales Problems — 1:

# Pointers in Building Beef Sales

WELL, how're your pork sales going, Bill? Moving lots of product these days?" Fred Gardner closed his order book as he made the inquiry. It was getting late and the boys were about ready to leave the office after a particularly busy day.

"Pork's moving fine," replied Bill Bramwell. "Naturally, with prices so low, a lot of housewives are buying more pork now than ever before. And of course we're getting a lot of swell advertising support from our retailers. . . But you know, Fred," he admitted, a bit crestfallen, "I'm afraid I've concentrated so much on pork lately that my beef sales have been slipping. Got any good ideas on how to boost them?"

"Might have one or two." Fred lighted a cigarette and eased into a closer chair. He had led all the company's salesmen in volume for the past two years, and many of the men found it helpful to discuss their sales problems with him.

"I suppose you've noticed," he resumed, "how the hotel and restaurant business has been climbing for the past few years."

"Yes, I have," answered Bill. "It seems that in the larger cities, such as this, high rents and crowded apartments make it almost imperative for people to eat outside their homes occasionally. And that growing business has certainly boosted the demand for choice and prime loins and ribs."

# **Effects of Restaurant Trade**

"Exactly!" agreed Fred. "And right there you have one of the biggest problems to be solved in connection with the beef business. With hotels, restaurants, cafeterias and barbecue stands grabbing off a big proportion of the loins and ribs, we packers are confronted with an unbalanced beef market. Ribs and loins are bringing good prices; but rounds and chucks are going begging. The supply of the various beef items and the apparent demand for them don't seem to tally."

"In other words," offered Bill, "it's up to us to do something about this situation by moving more rounds and chucks?"

"Absolutely!" replied Fred. "And as I see the problem, this can best be accomplished by means of a little educational work with the man behind the meat counter—by getting him to suggest to his customers that they serve more pot-roasts, stews and ground round steak."

"That sounds logical enough. But is

it going to be as simple as all that?"

"No; that's only the beginning, but it illustrates a point. We should keep pounding away on all grades of chucks and rounds, but we can't afford to overlook other items. Steer plates, for example—they're becoming another problem. But there are plenty of stores where they can be sold, just as there are other stores using tails and neck-bones."

"What method of approach do you

packer who uses his head comes into the picture. In fact, I know of one Southern packer who ran into this tongue situation and finally overcame it through smart merchandising."

"What did he do?"

"His first attempt didn't work so well," answered Fred, leaning back and lighting another cigarette. "He had the right idea, but just didn't carry it far enough. He made up a big stock of

# WHERE SALES ARE MADE

Scene in wholesale market office of Agar Packing & Provision Co., Chicago. A battery of phones is kept busy as Agar men maintain pace with the fast flow of orders. Quick thinking and coordination are prime requisites of this job. (National Provisioner Photo.)



suggest we use to do this, Fred?"

"I think the answer to the beef situation, like that of so many others, begins with keeping your trade properly classified. If you know what stores are potential markets for each classification of product, you won't have much trouble moving it. In fact, I'll venture to say that a cross-section of your present customers would show an almost perfect balance in relation to the various beef cuts. How about it?"

"Yes," said Bill, after a moment's thought, "I think you're right. Somehow, I had never looked at it quite that way before."

"Well, if you just keep that in mind," continued Fred, "the problem of balancing your beef sales won't seem so difficult. Take beef tongue, for example. The market right now is glutted with fresh beef tongues, and it seems that every packer is confronted with competition that will sell beef tongues for less than he can dress them. What's the answer?"

"Better merchandising, I guess, on the part of the retailer."

"Certainly. And that's where the

smoked tongues and packed them in pairs in a cellophane wrapper. The salesmen took the branded tongues and tried to push them, but results were zero."

"What was the trouble?"

"The trade simply didn't know anything about smoked beef tongues in that market. Naturally, they couldn't be expected to sell under such conditions. But this packer's beef man did some fast thinking. He had noticed that practically every market in the city featured a certain local brand of horse-radish. It was usually displayed prominently on the cases, close to the cash register, and seemed to enjoy a steady sale.

"Being an Easterner, the beef man remembered having enjoyed beef tongue and horse-radish together many times —both at home and in restaurants. That gave him something to work on."

"Ha, ha!" chuckled Bill. "I think I'm beginning to see the light!"

"Sure you are," smiled Fred. "The beef man prevailed on two of the company's salesmen to carry beef tongue samples, and told them to tell to each

(Continued on page 37.)

# Up and down the MEAT TRAIL

# Victor T. Norton New Cudahy Packing Co. Vice President

Directors of the Cudahy Packing Company elected Victor T. Norton a vice president of the company at a



V. T. NORTON

meeting in Chicago on March 16. Mr. Norton, formerly with the Jewel Tea Co., where he was assistant to the president for twelve years, has been a member of the Cudahy organization since January, 1939. He is well known in the sales research field. In his new capacity with the Cudahy Packing Co., Mr. Norton will super-

vise departmental merchandising activities and the distribution of product through the company's nation-wide branch houses and car route sales organizations.

# William Taylor, President, Taylor Provision Co., Dies

William T. Taylor, president of the Taylor Provision Co., Trenton, N. J., and well-known as director of outdoor exhibitions at the old Inter-State Fairs in Trenton at the turn of the century, died on March 19 at his Trenton home. Mr. Taylor had not been in good health for more than a year and recently had not been active in business.

Mr. Taylor succeeded to the presidency of the Taylor Provision Co. upon the death of his father, who founded the company in 1856. Mr. Taylor was also noted as a big-game fisherman and was an enthusiastic follower of this sport throughout his entire life. During the 1920's, newspapers carried numerous accounts of his feats with rod and reel. However, he was best known for his activities as a master showman.

Early in its history the firm became famous for its "Taylor Ham," more recently merchandised under the name of "Taylor Pork Roll."

# Hickory Packing Co. Holds Open House at New Plant

Officials of the Hickory Packing Co., Inc., located near Hickory, N. C., held an open house program recently to permit public inspection of the company's new \$100,000 plant. One of the features of the structure, it is reported, is the largest killing floor in the state.

The company employs 40 workers and distributes its varied line of product within a 70-mile radius. President of

the firm, which began business about five years ago with four employes, is C. A. Bowman. Other officers include H. L. Propst, vice president, and F. D. Holder, secretary-treasurer. The Hickory Packing Co. paid Carolina farmers over \$250,000 for livestock in 1939.

# Eastern Packers Re-Elect All Association Officers And Name New Directors

Annual meeting of the Eastern Meat Packers Association, Inc., was held on March 15 at the Pennsylvania Hotel, New York, and all officers were unanimously re-elected to serve for another year. They are: president, William F. Schluderberg, Wm. Schluderberg-T. J. Kurdle Co., Baltimore, Md.; vice president, F. B. Weiland, Weiland Packing Co., Inc., Phoenixville, Pa.; treasurer, Herbert Rumsey, jr., Henry Muhs Co., Passaic, N. J., and secretary, C. B. Heinemann, Washington, D. C.

In addition, three new directors were elected to the board to succeed three whose terms expired. New directors are George A. Casey, president, John J. Felin & Co., Philadelphia; G. W. Birrell, secretary-treasurer, Chris Kunzler Co., Lancaster, Pa.; and Herbert Rumsey, jr., treasurer, Henry Muhs Co., Passaic, N. J. The new directors will serve for the three years, 1940–1943.

# Personalities and Events Of the Week

James H. Hale, superintendent of the Cudahy Packing Co.'s Sioux City, Ia., plant from 1894 to 1903, died recently in Kansas City of bronchial pneumonia. After serving as superintendent at Sioux Falls, Mr. Hale was made superintendent of the Cudahy Kansas City plant. Mr. Hale had been with the Cudahy organization in Omaha before going to Sioux City. For several years after he went to Sioux City, the company confined its operations there to the killing of hogs. Later, in 1898, Cudahy opened its beef house in Sioux City and Mr. Hale continued to act as superintendent. He retired some years ago.

William H. White, jr., a director of the White Provision Co., Atlanta, Ga., and secretary of the White Packing Co., Montgomery, Ala., died suddenly on March 11 at the age of 36. Mr. White was regarded as one of the best livestock judges in the South. For the past few years he had held a supervisory position with the government.

William Thomas Crowther, head of the wholesale beef concern of William T. Crowther & Son, Inc., Boston, Mass., died on March 10 at his home in Lex-



VETERAN PACKER CELEBRATES SEVENTY-FIFTH BIRTHDAY

Henry Levi (front row, center), president, David Levi & Co., Chicago, was greeted by hosts of friends on March 15 at the Fairfax Hotel as he observed his seventy-fifth birthday. Mr. Levi is shown being congratulated by Sig Adler (left), president, Sig Adler & Co., while Max Guggenheim, president, Guggenheim Packing Co., looks on. In back row, left to right, are Harry Frieling, vice president, General Rendering Co.; Maurice Freund, vice president, David Levi & Co.; Edward E. Brice, vice president, Riverdale Products Co.; Joe Adler, vice president, Sig Adler & Co.; Joseph Berkenfield, meat buyer, and Leon Ramis, general manager, Hillman's Pure Food Stores. (National Provisioner Photo.)

# WILLIAM J. STANGE DIES

William J. Stange, president of Wm. J. Stange Co., Chicago, died on March 22 at the Hollywood Hospital, Los Angeles, Calif. Mr. Stange was 70 years old and founded the company bearing his name in 1889. Services will be held at the Lain funeral home, 5501 N. Ashland ave., Chicago, on March 26.

ington, after a long illness, at the age of 75. Mr. Crowther was the dean of wholesale beef merchants in the Boston market district, having had his own business there for the past 43 years.

Miss Adele Loewenstein, charming daughter of Mr. and Mrs. Ira Loewenstein, was married on March 20 in Chicago to Sylvan Morton Kadison. Mr. Loewenstein is the popular president of the Superior Packing Co., Chicago and South St. Paul. The wedding was followed by a reception at the Standard Club which was attended by a host of friends of the newly-weds and their families. Mr. and Mrs. Kadison have gone to Miami Beach, Fla., on an extended honeymoon. Upon their return they will make their permanent home in Chicago.

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Carl W. Fenninger, vice president of the Provident Trust Co., Philadelphia, and David C. Bevan were elected directors of John J. Felin & Co., Philadelphia, at the annual meeting of the stockholders on March 18. The new directors were elected to succeed John J. Felin, jr., who died suddenly on March 10, and William D. Reilly, retired. Other directors were re-elected.

R. H. Marks, vice president, Enterprise, Inc., Dallas, Tex., was a visitor at the Chicago offices of The National Provisioner.

Aaron Thomas Montgomery, retired superintendent of the St. Joseph, Mo. stock yards, died in St. Joseph on March 11 at the age of 75. Mr. Montgomery, a resident of St. Joseph for 55 years, was retired in 1937 as general yardmaster of the St. Joseph Stock Yards Co.

Denver D. Frederick, manager of Armour and Company, New York, has been named chairman of the Western packers section in the Greater New York Fund's 1940 campaign organization. Lynn C. Chamberlain, president, Beinecke-Ottman Co., has been appointed chairman of the wholesale meat section.

M. D. Casey, formerly with the Drovers Packing Co., has acquired an interest in the Dependable Beef Co., 1421 West 47th st., Chicago, and will appreciate a call from his many old friends in the trade.

The board of directors of the Cudahy Packing Co. has announced the resignation of vice presidents J. W. McElligott and D. J. Donohue. Mr. McElligott was formerly in charge of the company's sales division and Mr. Donohue, until his resignation, served as head of the merchandise division.

The Lufkin Packing Co., Lufkin, Tex., has taken another step that will greatly



FORST SALESMEN GET "TENDERAY" POINTERS

Benefits of the Tenderay process of aging beef were pointed out at a recent sales meeting of the Jacob Forst Packing Co., Kingston, N. Y., where the Tenderay system has been installed. Henry Hoffman, Westinghouse Elec. & Mfg. Co. (at left, standing) is shown addressing the salesmen in this photo, while Max Forst, president of the packing company, stands at right. Seated at Mr. Hoffman's right are Mitchell A. Kapland, Forst advertising manager, and H. E. Plischker, Westinghouse advertising executive. (Photo Kingston Daily Freeman.)

aid the farmers of Angelina and surrounding counties. Burke Hutson, general manager of the plant, reports that the company now has an open market, enabling farmers to sell their livestock to this company at all times, whereas previously the company had purchased only as many cattle and hogs as could be used at the plant.

Henry Fischer, president, Henry Fischer Packing Co., Louisville, Ky., is vacationing at Hot Springs, Ark.

Henry Heffernan, who is associated with Lacy Lee, Inc., Chicago provision brokers, has returned to the "firing line" after a short illness. His many friends are delighted to have him back in their midst.

A new plant to pack meat products has been established at Monroeville, Ala., by M. J. Johnson. The company is styled Johnson Beef Co. and the first product to be placed on the market will be Johnson's roast beef.

Personnel is reported to have increased 33 per cent at the Madison, Wis. plant of Oscar Mayer & Co. during the past year. Coincident with this increase, the firm announced an estimated expenditure of \$80,000 for recently completed and pending construction projects. Not many years ago the company's Madison payroll numbered few more than 500. Last year the force totaled about 850 and today the payroll contains about 1,300 names. Principal factors in this increase, according to A. C. Bolz, vice president and general manager, have been general growth in the company's business and additions to the staff made necessary by the wage and hour law. Among improvements and additions completed last year were a new locker room for employes, 20x160 feet, costing \$18,000, and a service and storage garage, 100x200 feet, erected at a cost of \$35,000. Work will be started soon on a salt bin to cost about \$8,000.

Robert Burrows of J. C. Wood & Co., Chicago provision brokers, has been spending the last week at Biloxi, Miss.

# In the News 40 Years Ago

(From The National Provisioner, March 24, 1900.)

The agents of the Santa Fe railroad have received instructions to give notice to shippers of livestock that this year an average speed of 20 miles an hour will be made between division terminals with all live stock trains. This will be far better time in the running of stock trains than last year. This gain in speed is on account of the bringing into service the 40 heavy locomotives ordered by the railroad company some time ago.

As a token of the regard in which the late Philip D. Armour, Jr., was held by the employes of Armour and Company, a memorial window is to be installed in the Armour Institute of Technology, Chicago. The memorial will be erected with the individual contributions of the employes, by whom Mr. Armour was universally loved and to whom he had endeared himself by many acts of kindness.

It was expected that at least one, if not all, of the three long-horned steers exhibited at the San Antonio (Tex.) fair would be sent to Paris for exhibition at the big Exposition. Now it seems that none will be sent. "Jim" Dobbie's steer was booked to go if neither "Ike" West's mate to him, or George Saunders' "outlawed" steer, old Geronimo, whose picture was printed in The NATIONAL PROVISIONER, went. The cause of the disappointment is the stringent quarantine regulations.

# How White is your carton board?



MAKE THIS SIMPLE "SHOW-ME" TEST...compare the whiteness, brightness and cost of your present carton with economical snow-white LITHWITE

at your present carton through the window of this "Show Me" test card. For scores of carton users have made this same test, discovered that economical Lithwite is whiter, brighter than the board they were using.

That's why millions more Lithwite cartons go up on retail shelves every year. For carton users know, as you do, that the whiter, the more brilliant the surface, the higher the brilliance of printed colors. Because the surface of Lithwite is hard and smooth, inks lay clean, evenly, bright

... halftones print crisper, sharper, and, as retailers will tell you, Lithwite stays fresh looking, too.

what about cost? Lithwite is an economical, one-process

board, made without additional operations. It folds better, seals easier and quicker.

Write today, ask us to make up sample dummies of your present carton in Lithwite, or ask us to send you "Show Me" test card.



Write for free "SHOW-ME" test card.

It may show you how to make real dollar savings . . , step up the sales appeal of your carton.



ENGINEERED-PRECISION CARTONS. In the two big Gardner - Richardson plants, technicians and engineers check and test every step of the way—from pulp to finished product. Result: brighter, fresher cartons with greater shelf appeal.

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# The GARDNER-RICHARDSON CO.

MIDDLETOWN, OHIO

Manufacturers of Folding Cartons and Baxboard



7HS SYMBOL is your assurance of greater uniformity, higher quality, better appearance, better product protection—profit and satisfaction.

Sales Representatives in Principal Cities: PRILADELPHIA . CLEVELAND . CHICAGO . ST. LOUIS . NEW YORK . BOSTON . PITTSBURGH . DETROIT

# REFRIGERATION and Air Conditioning

# MEAT PLANT REFRIGERATION

A Complete Course for Executives and Workers Prepared by—

-The National Provisioner

# Questions and Answers

THIS is the third group of questions and answers designed to aid students of THE NATIONAL PROVISIONER course in meat plant refrigeration and air conditioning in reviewing important points in recent lessons. The first and second groups of queries appeared in the March 2 and March 9 issues, and contained questions one to fifty-five.

# Begin with Fifty-six

56.—How do you determine that the piston is loose on the rod?

A.—By a knock in the cylinder at the end of each stroke, and by inspection.

57.—When condenser pressure increases, why is it necessary to increase expansion valve feed to obtain equivalent amount of refrigeration?

A.—Temperature of anhydrous ammonia increases with an increase in condenser pressure. This results in more flash gas and a reduction in compressor output.

58.—Why does the piston rod of an ammonia compressor wear?

A.—Because of friction of rod on the packing.

59.—Where does most piston rod wear occur?

A .- In the center.

60.—What causes the rod of a double acting machine to become scored?

A.—This wear is caused by mechanical abrasion due to scale, dirt, pieces of iron, etc., between packing and rod.

61.—What is the disadvantage of a scored rod?

A.—There is continuous leakage of ammonia through the stuffing box.

62.—What type of ammonia compressor has no stuffing box?

A .- The vertical duplex.

63.—What determines suction gauge pressure of a system?

A.—The lowest temperature in the coolers.

64.—What determines discharge pressure?

A.—Temperature and amount of

A.—Temperature and amount of water on ammonia condenser surfaces.

65.—What pressure would be required to hold a temperature of minus 60 degs. F. in a cooler?

A.—A temperature of minus 60 degs. F. corresponds to a gauge pressure of 18.6 in. of mercury. However, it is necessary to have a temperature split of 8 to 10 degs. between coil and room temperatures. Therefore, the pressure carried in the coil should be about 22 to 23 in. of mercury.

66.—Can any cooling medium other than water be used on a condenser?

A.—Yes—brine, ammonia, etc.

67.—What is the effect on the system when brine leaks into a shell cooler?

A.—Slugs are likely to get into the compressor and break the head.

68.—How can brine leak into a shell condenser if brine pressure is less than ammonia pressure? Why doesn't ammonia leak into the brine?

A.—Ammonia absorbs the brine.

Ammonia can leak into the brine.

69.—What percentage of total power required to operate a brine refrigerating system is consumed by the compressor drive during summer months?

A .- 50 to 60 per cent.

70.—What percentage of the total power required by a refrigerating system is used by the brine pumps?

A.-20 to 25 per cent.

71.-What is a clearance pocket?

A.—An opening in the compressor cylinder through which the volumetric displacement is decreased when the pocket is opened.

72.—How often should oil in the crankcase of a vertical compressor be changed?

A .- Every six months.

73.—Should oil be added to the crankcase during interval between changes?

A.—Yes. Amount added should be equivalent to the oil consumed.

74.—What becomes of crankcase oil which is lost?

A.—It is carried away in discharge gas. Much of the oil in the gas is deposited in the ammonia condenser.

75.—Should the pressure be above or below the disc of an ammonia discharge shut-off valve of a compressor?

A .- Under the disc.

76.—Should the pressure be above or below the disc of an ammonia compressor suction valve? Why?

A.—Above. If the disc breaks from the stem, stop valve will be sealed.

77.—Why does a vertical, single-acting compressor operate at a greater speed than a double acting compressor for the same tonnage output?

A.—Because it is necessary to obtain twice the displacement.

78.—Can liquid ammonia be stored in an atmospheric type condenser when the low side is pumped out? In a shell and tube type condenser? What precautions should be taken?

A.—Liquid ammonia may be stored in both types of condensers, but more can be stored in the shell and tube than in the atmospheric. As the amount of liquid in the condenser is increased, pressure increases; if pressure rises above 200 lbs., the safety valve is likely to open.

79.—What causes a safety valve to leak?

A .- Excessive pressure.

80.-Will it always reseat tightly



USED FOR SUBURBAN MEAT DELIVERY

Attractive Dodge truck recently added to the fleet of Arnold Bros., Inc., Chicago. It is being used to distribute processed meats in the Western suburbs.

when the excessive pressure is reduced?

A.—Scale lodges on valve seat and valve usually does not close tightly.

81.—Is it advisable to place a stop valve under a safety valve to shut off ammonia in case of a leak?

A.—Under no circumstances should this be done.

82.—Where should outlet of pipe from safety valve terminate?

A.—Outside the building and not less than 10 ft. above the roof.

83.—What is the purpose of a safety valve?

A .- To relieve excessive pressure.

84.—How is size of the safety valve determined?

A.—From the graph "Safety Valve Sizes" which was published in Lesson 49 in this course.

85.—Why should a safety valve be used on the low side of a refrigerating system which is operated under a vacuum?

A.—When a refrigerating system is shut down, pressure builds up in the low side. There should be a means of relieving this pressure if excessive.

86.—When a fire occurs in the compressor room should ammonia be drained from the refrigerating system? If so, how should this be done?

A.—Yes. The charge can be drained to the sewer if an ammonia diffuser is installed.

87.—How can the operator determine whether or not there is enough ammonia in the refrigerating system?

A.—By maintaining a liquid seal in the receiver when the system is in operation and by amount of frost on suction line to compressor.

88.—How much ammonia is charged into the system per ton of refrigeration?

A.—35 lbs. in small systems; 20 lbs. in large systems.

89.—What is meant by compressor clearance?

A.—Distance between the face of the piston and inside of cylinder head at end of the stroke.

90.—Does head end or crank end of a double-acting compressor have the most clearance? Why?

A.—The head end. The piston rod expands when heated.

91.—Which end of the cylinder of a double-acting compressor handles the most gas?

A .- The head end.

92.—How can compressor clearance be increased or decreased?

A.—By decreasing the thickness of the head gasket and by screwing the rod into the crosshead.

EDITOR'S NOTE—Another list of questions and answers will appear in the next issue.

# PACKER AND FOOD STOCKS

Price ranges of listed stocks, week previous to March 20:

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	Week Sales	High		20-Ma Close	Clos
Amal. Leather.	. 400	2	1%	0	13
Do. Pfd		16%	141	16%	15
Amer H. & L.	4.500	43%	434	4.36	59
Do. Pfd Amer. Stores	. 4,000	* 78	2 7 8	a 78	941
Amer Stores	1 700	18%	12%	12%	344
Armour Ill	5 000	5%	539	5%	13
Do. Pr. Pfd	. 700	5314	50	53	59
Do. Pfd		29.58	30	94	54
		108%	1000	*****	645
Do. Del. Pfd.	. 100	108%	108%	108%	1004
Beechnut Pack.		126	126	126	1234
Bohack, H. C		00		2011	271
Do. Pfd	. 220	30	29	30	273
Chick. Co. Oil.	. 400	12	11%	12	124
Childs Co	. 1,400	63%	51/2	636	59
Cudahy Pack	. 400	131/2	13	13	14
Do. Pfd	. 50	70%	69	70%	69
First Nat. Strs.	. 600	45%	443/4	451/8	44
Gen. Foods		4816	473/2	4776	473
Do. Pfd	. 300	117%	11636	116%	117
Glidden Co	.1,700	18	16%	17	18%
Do. Pfd	. 200	4314	421/2	421/6	44
Gobel Co	.9,400	3%	2	421/4 3%	35
Gr. A. & P	. 250	109	1061/2	10636	109
Do. 1st Pfd	. 50	132	132	132	1313
Hormel, G. A					35
Hygrade Food	. 500	2%	2%	23/4	23
Kroger G. & B.	.5.800	31%	30%	3154	315
Libby McNeill.	.1.300	786	679	67%	79
Mickelberry Co.		354	3%	3%	31
M. & H. Pfd	. 200	65%	6%	6%	6%
Morrell & Co		0 /8	0 /8	0 /8	433
Nat. Tea	8 700	6%	5%	61/4	65
Proc. & Gamb	3 300	69 1/4	6834	68%	697
Do. Pfd		115	114%	1141/2	1143
Rath Pack		37	36%	36%	34
Safeway Strs	7 000	53	50	51	521
Do. 5% Pfd	970	111	110	11014	1104
Do. 6% Pfd		112	1111%	11114	1107
Do. 7% Pfd	570	114%	11114	11214	115
Stahl Meyer	. 510	11476	11176	11-78	
Stant Meyer	4 000	2274	99	2236	13
Swift & Co			2914	29 74	227
Do. Intl	. 1,000	31%	20 78	20 1/8	32
Trunz Pork	400	2.97	211	227	81/
U. S. Leather		5% 9%	514	534	
Do. A	. 300	19%	91/4	9%	93
Do. Pr. Pfd	200	601/4	601/2	601/4	613
United Stk. Yds		21/8	23%	21/8	24 73
Do. Pfd	. 200	714	714	734	79
Wesson Oil		23	21	221/4	223
Do. Pfd	. 200	68 1/8	68	68	68
Wilson & Co	.4.500	5%	53%	5%	35
	. 500	63	61	61	

# WARNSMAN

# REFRIGERATOR BODIES

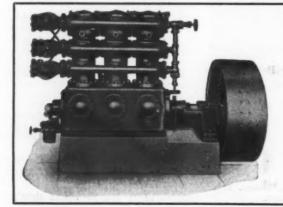
Improve service by delivering perishable foods quickly . . . freshly!

The modern design, stronger construction and built-in economy of WARNSMAN bodies meet the most rigid requirements of the Meat Packing Industry. Fresh meat cuts are delivered at their destination in the same

condition they were in when loaded . . . regardless of outside temperature! Write for complete details of this modern refrigerator body, a WARNSMAN body costs less to operate!

# THE WARNSMAN-FORTNEY BODY COMPANY

4413 TRAIN AVENUE Transport Refrigeration Engineers CLEVELAND, OHIO



# **Internal Force Feed Lubrication**

'Way back in 1921, HOWE pioneered the first enclosed type Ammonia compressor, equipped with full internal force feed lubrication to every bearing. This feature, which has been standard with HOWE for 18 years, is always called to the attention of the prospect because it directly affects his pocketbook. No costly servicing.

After 10 years, one owner writes . . . "So trouble-proof that I know very little about my machine."

Refrigerating Machines from ½ to 150 tons, Fin Coils, Unit Coolers, and Air Conditioning Coils.

HOWE ICE MACHINE CO.

2825 Montrose Avenue, Chicago, Ill.

Refrigerating Machinery Manufacturers since 1912

# Recession in Business and Demand May be Near End

Business conditions affecting domestic demand for farm products showed continued weakness during the month ended March 15, the U. S. Bureau of Agricultural Economics reports, but this weakness was no more than expected and the demand outlook remains about the same as in recent months. Industrial activity has declined since January, but in recent weeks the decline has become more gradual and there are several preliminary indications of an early end to the downward trend.

There was a delayed reflection in consumer purchasing power of the relapse in industrial activity. Although consumer income failed to advance in January it held close to the December level, and unless the decline in activity is more prolonged than is now expected, consumer buying power probably will not be substantially reduced.

General level of wholesale commodity prices has been unusually stable during the past month, following the declines from December to February, and signs of strength have appeared in a few commodities. Commodity prices in general are considered less vulnerable than in 1937-38 and no widespread declines in the general price level are anticipated.

# PRODUCERS' PORK CAMPAIGN

Plans are progressing for a producer-sponsored and producer-financed advertising campaign to increase pork and lard consumption, according to American Pork Producers, Associated, and a committee from that organization has been named to meet with a like group from the Institute of American Meat Packers. The committees will work out relationships between the two organizations, including discussion of the plan, sponsored by the producers, of collecting from farmers a few cents per hog slaughtered.

Farmers everywhere, reports American Pork Producers, Associated, are expressing willingness to contribute and are anxious to have the greater program developed to increase consumption of pork and pork products.

Members of the committee representing American Pork Producers, Associated with president E. M. Harsch are: F. G. Ketner of Ohio; Scott Meiks of Indiana; George Davies of Illinois; and Ed Morrissey of Iowa.

### N. J. SAUSAGE LABEL RULE

Application of informative labeling requirements of the New Jersey pure food act to frankfurts is causing some difficulty for packers and sausage manufacturers operating in that state. The law contains a provision calling for a complete list of ingredients on food labels; this requirement is now being applied to sausage. Industry agencies and firms are seeking clarification.

# It's only natural THAT MR. TRENKLE CHOSE BAKER REFRIGERATION

FINEST SAUSAGE IN THE COUNTRY
DEMANDS FINEST REFRIGERATING EQUIPMENT



MR. Trenkle, of the H. Trenkle Company, Dubuque, Iowa, has long enjoyed the reputation of making the finest sausage in the country. BAKER is particularly proud, therefore, of the fact that Mr. Trenkle has used BAKER Compressors exclusively for 29 years!

It's only natural that Mr. Trenkle should select BAKER Compressors, because BAKER equipment enjoys the same reputation in the refrigeration field that Mr. Trenkle's sausage does in that field. BAKER equipment is famous the world over for dependable, low-cost, trouble-free operation and long life. Secure these advantages for your plant by installing BAKER Refrigeration now. Write for complete information.

BAKER ICE MACHINE CO., INC. 1514 Evans St., Omaha, Nebraska SALES AND SERVICE IN ALL PRINCIPAL CITIES



# PLANT OPERATIONS

Ideas for Operating Men

# WRAPPING BACON ON SCALE

Method of wrapping 8-oz. packages of sliced bacon in the remodeled bacon slicing room in the plant of H. C. Bohack Co., Inc., Brooklyn, N. Y., was described in the June 10th issue of THE NATIONAL PROVISIONER. Additional views of the wrapping table and the method of installing the scales are shown below.

The wrapping table is divided into two sections by a belt conveyor and each section into four divisions. A Toledo scale of the predetermined weight type has been installed at each of the eight divisions in such a manner that only the indicating portion is above the table.

This compact arrangement was achieved by setting the base of the scale on a shelf 18 in. below the level of the table. A 7½ in. metal column is mounted on each scale platform and the scale platter is on top of this column. This platter extends 1 in. above the table surface. With this arrangement, each wrapper can work comfortably and quickly in a minimum of space.

Two important features of this arrangement are the accuracy and simplicity of operations. Conveyor belt transports the sliced bacon to the operators, who remove the bacon from the belt, check weigh and make necessary corrections. Each girl can easily handle 216 8-oz. packages per hour.

### WRAPPING BACON ON SCALES

Left.—Views of the bacon wrapping table in plant of H. C. Bohack Co., Inc., Brooklyn, N. Y. Right.—Scales are supported on a platform about 18 in. below the surface of the table.

# **CUTTING STUFFING COSTS**

A suggested innovation in stuffing machine use, which appears to offer possibilities for increasing production and cutting costs under some meat plant conditions, is being studied by a Midwestern packer.

The plan calls for the use of two stuffing machines, instead of one, at the stuffing and linking table and at the can filling table in the canning department. It is thought that two important economies would result from such an arrangement.

1.—Production would be increased, as there would be an almost uninterrupted flow of sausage and filled cans from the machines. The stuffing machines would be used alternately, with one in operation while the other was being filled. This would increase the productive working time of stuffing machine operators and workers at the tables.

2.—Cost of filling stuffing machines would be reduced, as this work would be done by common labor rather than by stuffing machine operators.

The practicability of using two stuffing machines at each table remains to be determined, but the idea seems to have advantages, particularly in plants where there is heavy production of sausage, meat loaves and large cans of product. A double stuffing machine unit might also be the means of obtaining greater production without the heavy expense of rearranging, enlarging or relocating the sausage manufacturing department.

Stuffing and linking, as well as other sausage room operations, offer good possibilities for reducing unproductive labor and cutting costs.

### CHECK FIRE EXTINGUISHERS

A warning that the low temperatures experienced this winter may have seriously damaged certain types of fire extinguishers has been issued by Fred Shepperd, manager of the International Association of Fire Chiefs. This damage has been very extensive in the South.

"The effect of freezing on soda-acid and foam types of extinguishers is to make them completely unfit for use," Mr. Shepperd said. "The expansion of the contents may weaken or burst the seams or stretch the copper shells. These damaged extinguishers cannot be repaired satisfactorily, and in no case should owners attempt to solder the leaks and keep the extinguishers in service."

He urged that all soda-acid and foam extinguishers that might have been frozen be inspected at once so as to eliminate damaged appliances and restore fire protection. The damage done to soda-acid extinguishers by freezing usually can be detected, but foam extinguishers should be opened to make sure that the inner container has not been crushed. Anti-freeze and vaporizing-liquid types of extinguishers are not likely to be affected by the cold as they can withstand temperatures of 40 degs. F. below zero.

### CORRUGATED BOARD WRAPS

A sheet of thin corrugated cardboard is used by a Midwestern sausage manufacturer to protect delicate products, such as liver sausage, during delivery. The board is merely wrapped around the product and held in place with rubber bands.

This use of corrugated board serves an important purpose in addition to preventing damage to product, the sausage manufacturer says. He manufactures only high quality products, a fact many retailers are more likely to appreciate if extreme care is taken to prevent damage or deterioration during delivery and prior to consumer sale.





# February Sausage Output Is Seasonally Low; Above 1939

Volume of sausage production under federal inspection dipped seasonally in February (usually the low month of the year) but the total output 59,722,818 lbs. was about 6 million pounds greater than in the same month of 1939. The drop in volume from January to February, 1940, was about 6½ million pounds compared with a decline of almost 8 million pounds in the same period last year.

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Fresh sausage production fell from 13,797,005 lbs. in January, 1940 to 12,516,790 lbs. in February, a smaller seaonal loss than last year's.

Volume of different kinds of sausage produced under federal inspection during February:

Feb., 1940 lbs.	Feb., 1939 lbs.
Fresh (finished)	9,979,798 36,504,682 6,994,155
Total59,722,818	53,478,635

Total sausage production in federally inspected plants during the first four months of the packer fiscal year 1940, compared with 1939:

										1940 lbs.	1939 lbs.
February										.59,722,818	53,478,635
										.66,216,941	61,138,875
										.59,581,307	59,452,050
November										. 67, 155, 268	66.612.075

Production of meat loaves and jellied products in federally inspected plants during February totaled approximately 24 million pounds more than in February, 1939, but was about a million pounds under January. Comparisons for the fiscal year 1940:

											1940 lbs.	1989 lbs.
February											8,282,639	6.961.454
											9,843,330	8,575,348
											8,391,280	8,032,194
November	ı.										10.182.769	9.357.118

Volume of bacon sliced in federally inspected houses continues to set new records exceeding 1939 and earlier years. Sliced bacon production:

													1940 Ibs.		1939 Ibs.
February		 			۰							21.	755,898	1	8,169,083
													778,179	1	9,860,787
December				٠			٠	۰	۰			22	336,794	1	8,607,520
November	4			۰								22	,903,197	1	9,967,669

Volume of canned pork produced was double the amount canned in February, 1939, and a million pounds over January, 1940. Meat and meat products canned during February:

																			Feb	lba					1		9
Beef																									1,		
Pork																							15,				
Sausa	ge	•		۰	۰	۰	٠		٠		۰			٠			٠	٠	. 3.	293	.1	81	2.	66	1.	50	2
Soup												٠	٠						.22.	292	2	35	19,	96	7.	51	1
All ot	he	2	•	0		0	ų	0	۰	۰	0	۰	0	0	0	٠			.11,	154	,5	28	5,	98	3,	46	9
Tota	al						0												.74,	901	,6	25	50,	26	16,	01	9

Total meat and meat food products canned during the first four months of the packer fiscal year, 1940:

												1940 lbs.	1939 lbs.
February		9							 		.74	901,625	50,266,019
January											.78	877,936	53,877,227
December	0										. 68	982,588	53,616,415
November	۰	٠	٠			۰					 . 62	180,588	48,752,624

# FSCC TO BUY MORE LARD

The Federal Surplus Commodities Corp. has issued FSC Announcement 8, requesting offers for sale of lard, offers to be opened April 3, 1940.

Offers must be received not later than 4:00 p.m., Eastern Standard Time, April 3, 1940.

Purchases will be made subject to the terms and conditions stated in offer of sale, Form FSC 1429.

Offers may be submitted quoting deliveries during the period beginning April 22, 1940 and ending May 18, 1940.

Notice of acceptance may be given by telegram on or before 8:00 a. m., April 8 1040

# MEAT IMPORTS AT NEW YORK

Imports for the period March 7 to 13, inclusive, at New York:

Point of origin	Commodity				A	mount,
	nned corned beef				- 0	232,108
-Re	oast beef in tins				-	36,000
Brazil-Canne	d corned beef					33,600
	extract in tins					
	chilled pork cuts.					100
	n pork cuts					
-Fresh	pork cuts					7,828
-Fresh	chilled calf livers	8				
-Smok	ed sausage					573
-Pork	sausage				-0.0	. 25
	ed bacon					
Cuba-8 beef	carcasses					5,056
	ked ham in tins					
England-Mea	t paste in jars			 		. 76
Hungary-Sme	ked sausage		. 1	. 1		. 551
Italy-Smoked	sausage					. 34,747
-Salami						
	t balls in tins					
	nned corned beef					
Switzerland-	Bouillon cubes in ti	ins.				. 1,000

# PORK PRODUCTS EXPORTS

Exports of provisions from Atlantic and Gulf Ports for week ended March 16, 1940, as far as segregation is available:

TOTAL EXPORTS BY PORTS\*

		Bacon an	CL CL
From	Pork, Bbls.	Hams, M lbs.	Lard, M lbs.
New York	92	882	2,916
New Orleans Total week	92	882	3,086
Previous week		1,269 1,340	1,670 2,967
Cor. week 1939		5,333	2,712
SUMMARY NOV. 1, 1			
		1939, to 1940	1938, to 1939
Pork, M lbs		26 643	82,253
Lard, M lbs		40,046	76,064
*Export data not avai	lable i	from Canad	lian ports.

# CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended March 16, 1940, were:

		Week Mar. 16	Previous week	Same week '39
	meats,	lbs.15,548,000 lbs.16,478,000 14,632,000	60,147,000 61,976,000 49,046,000	2,153,000 2,204,000 2,729,000

### **EXPORTS OF SPECIAL MEATS**

Meat 1939:	specialties	exported	during
1000.	1939 lbs.	1938 lbs.	1937 lbs.
Tongues	livers.12,060,12 4,862,27 game. 2,583,49	4,767,900	8,807,656 8,667,278 1,630,816

# HOG CUTTING LOSS INCREASED THIS WEEK

Hog cutting results failed to continue the improvement shown last week. Total cost of heavy butchers was up 3c, but the cost of the light averages was 5c lower. However, value of product from the lights declined 17c and product value for the medium and heavies was 15c lower per cwt., almost doubling the cut-out loss of last week.

Pct. live wt.	Price per lb.	Value per cwt. alive	Pct. live wt.		Value per cwt. alive	Pct. live wt.	Price per 1 lb.	Value per cwt. alive
	180-220 1	bs.——	2	20-240 11	bs.——	2	70-300 1	bs
Regular hams14.00	11.3	\$ 1.58	13,70	11.3	3 1.55	13.50	11.3	\$ 1.53
Pienies 5.60	7.8	.44	5.40	7.5	.41	5.10	7.5	.38
Boston butts 4.00	10.0	.40	4.00	9.8	.39	4.00	9.6	.38
Loins (blade in) 9.80	11.1	1.09	9.60	10.6	1.02	9.10	9.8	.89
Bellies, S. P	8.2	.90	9.70	7.7	.75	3.10	6.2	.19
Bellies, D. S			2.00	4.1	.08	9.90	4.0	.40
Fat backs 1.00	3.4	.03	3.00	3.6	.11	4.50	4.3	.19
Plates and jowls 2.50	3.0	.08	3.00	3.0	.00	3.30	3.0	.10
Raw leaf 2.10	4.4	.09	2.20	4.4	.10	2.10	4.4	.09
P. S. lard, rend, wt12.40	4.7	.58	11.00	4.7	.52	10.20	4.7	.48
Spareribs 1.60	6.0	.10	1.60	5.9	.09	1.50	5.8	.09
Trimmings 3.00	5.6	.17	2.80	5.6	.16	2.70		.15
Feet, tails, neckbones 2.00		.04	2.00		.04	2.00	0.0	.04
Offal and miscellaneous		.21			.21	****	***	.21
TOTAL YIRLD AND		-				-		
VALUE		\$ 5.71	70.00		\$ 5.52	71.00		\$ 5.12
Cost of hogs per cwt	\$ 5.31			\$ 5.33			\$ 4.91	9
Condemnation loss	.03			.03			.01	3
Handling and overhead	.59			.51			.43	2
TOTAL COST PER CWT.								-
ALIVE	\$ 5.93	*		\$ 5.87		9	\$ 5.4	4
TOTAL VALUE	5.71			5.52		-	5.12	2
Loss per cwt	\$ .22			\$ .35		2	18 .3	9
Loss per hog	.44			.80		17	.9:	

# CHICAGO PROVISION MARKETS

CASH PR	ICES	
Based on actual carlot March 21,	trading Thu 1940	rsday,
REGULAR 1		
8-10 10-12 12-14	Green. 12% 12% 11%	S.P.* 131/4 131/4 121/4
10-16 range	11%	121/4
BOILING H	Green.	S.P.*
16-18 18-20 20-22 16-20 range 16-22 range	11% 11%	12¼ 12@12¼ 12@12¼
SKINNED H		
10.12 12.14 14-16 16-18 18-20 20-22 22-24 24-26 25-30 25-up, No. 2's inc.	Green. 1314@1314 1314 1215 1254 1254 1254 1254 1254 1154 1054 . 954@10	8.P.* 14¼ 14 13¼ 13 13 13 12¼ 12¼ 11
PICNICS	5.	
4- 6 6- 8 8-10 10-12 12-14 8-up, No. 2's inc. Short shank %@1/2c over.	Green.  8 @ 81/6  73/4  73/4  73/4  73/4  73/4	S.P.* 8½ 8¼ 8¼ 8¼ 8¼
BELLIES (Square cut se		
6- 8	Green. 914 814 714 614 @ 614 614 @ 614	*D.C. 10½ 9¼ 8¼ 7% 7½ 7½
*Quotations represent No. 1	l new cure.	
18-20 GREEN AMERICA: 20-25	N BELLIES	5 1/4
D. S. BELL		
16-18	Clear. 5%n 5	514
25-80 30-85 35-40 40-50	5 4 % 4 % 4 % 4 %	5 1/4 5 4 1/4 4 1/4
D. S. FAT BA	ACKS.	
8-10 10-12 12-14 14-16 16-18 18-20 20-25		4% 4% 4% 4% 4% 5% 5% 5% 5%
OTHER D. S. 1	MEATS 6-8	4%@ 4%
Clear plates D. S. jowl butts. S. P. jowls Green square jowls. Green rough jowls.	4-6	4 2 41/4 4 2 41/4 3 1/4

# CHICAGO LARD PRICES

Prices of cash, loose and leaf lard on the Chicago Board of Trade:

	Cash	Loose	Leaf
Saturday, Mar. 16	5.40n	4.75n	4.75n
Monday, Mar. 18	5.37½n	4.70ax	4.75n
Tuesday, Mar. 19 ! Wednesday, Mar. 20 !	5.0Uax	4.70n 4.85b	4.75n 4.87%n
Thursday, Mar. 21	5.75n	4.85n	4.87½n
Friday, Mar. 22, no	market	(Good	Friday).
Dark we		n .	

Packers' Wholesale Prices		
Refined lard, tierces, f.o.b. Chgo Kettle rend., tierces, f.o.b. Chgo Leaf, kettle	8	8.87¼ 7.87¼
rend., tierces, f.o.b. Chgo Neutral, tierces, f.o.b. Chicago Shortening, tierces, c.a.f	@ 1	7.87¼ 7.62¼ 0.00

# FUTURE PRICES SATURDAY, MARCH 16, 1940.

		Open.	High.	Low.	Close.
LAR	D				
July		$5.77\frac{1}{4}.35$ $5.97\frac{1}{4}.90$ $6.20.5.95$	5.97%	5.85 5.60 5.80 5.90	5.37 1/4 23 5.50b 5.75-72 1/5 5.92 1/4 6.02 1/4
		May, 109 sales.	; July, 94	; Sept., 10	H; Oct., 14
Ope Sept.	en in	nterest: 3	Mar., 1; 3 74; total,	fay, 1,357 3,140 lots	; July, 895
CLE	AR I	BELLIES-	_		
Mar.					5.25n
May					5.70ax
July	***			****	6.35ax

### MONDAY, MARCH 18, 1940.

5.50 5.70 5.921/2 6.00	5.3214 5.5714 5.7714 5.90	5.32½b 5.47½b 5.70-67½ 5.87½b 6.00ax
Mar., 1; M	fay, 1,310;	
3		
6.25	6.121/2	5.25n 5.50b 6.25
	5.50 5.70 5.9214 6.00 1; July, 54: Mar., 1; M 84; total, 3	5.50 5.32½ 5.70 5.57½ 5.92½ 5.77½ 6.00 5.90 1; July, 54; Sept., 71; Mar., 1; May, 1,310; 94; total, 3,124 lots.

### TUESDAY, MARCH 19, 1940.

LARD

AND DESCRIPTION OF THE PERSON			
Mar	****		5.45b
May 5.50	5.60	5.50	5.571/b
July 5.72%	5.8214	5.72%	5.80ax
Sept 5.921/2	6.00	5.92%	6.00ax
Oct 6.05	6.10	6.021/2	6.10ax
Sales: May, 2 total, 111 sales.	6; July, 32;	Sept.,	19; Oct., 4;
Open interest: Sept., 840; Oct.,	Mar., 1; Ma 86; total, 3,	ay, 1,288 131 total	July, 916; lots.
CLEAR BELLIE	8		
Mar		****	5.25n
May			5.50n

# WEDNESDAY, MARCH 20, 1940.

LARD	_				
July . Sept		5.70 5.65 5.87½-85 6.05 6.15-17½	6.30	5.65 5.85 6.05 6.15	5.70ax 5.80b 6.00b 6.22½ 6.30
11: to	tal n i	, 158 sale nterest:	8.	fav. 1.270	pt., 62; Oct., ; July, 942;
CLEA	R	BELLIES	-		
Mar					5.25n
May .					5.50b
July .		* * * *		****	6.23b

# THURSDAY, MARCH 21, 1940.

LARD-					
Mar May July Sept Oct	5.85 6.10 6.271/4	5.83 6.10 6.271/2 6.371/2	5.75 6.00 6.20 6.271/2	5.70ax 5.77½b 6.00ax 6.20ax 6.27½ax	
CLEAR	BELLIES	3-			
May	6.87%	6.40	6.371/4	5.55b 6.40ax	

FRIDAY, MARCH 22, 1940

Good Friday. No market.

# ANIMAL FAT IMPORTS

Imports of animal fats and oils during January, 1940, and their value, were as follows:

														-	Quantity, lbs.	Value
Inedible	tallow						 								124,717	\$ 3.562
Tankage,	tons.														4.081	178,664
Wool gre	ase						 								334,310	14,938
Stearic a	icid		٠												. 63,460	6,000
Whale oil						0 1	 		0	۰	٠				2,647	886
Cod oil			٥				 		۰		۰				102,986	44,489
Cod liver	oil	۰						٠.	٠		۰	0	0		92,294	73,454
Other fish	oil	0	0	9	٠	9					۰				6,583	3,001

# **Provisions and Lard**

PRICES were unchanged to a little lower in the carlot and fresh pork markets this week, while lard recovered some of the ground lost in the sharp break last weekend.

LARD.—Commission house liquidation which caught stop-loss orders carried prices off 20 to 25 points in the lard futures market last Friday and there was another severe decline on Saturday. Weakness continued Monday, but packers gave some support and the retreat was orderly. There was fair general buying and values firmed up toward the close.

Firmness in grains, bullish hog news and commission house buying brought an upturn on Tuesday; liquidation by commission house longs was halted and cash interests were sellers. Values advanced 20 to 25 points at midweek with commission house buying of July and September the feature. Part of the demand was credited to straddling cotton oil sales. Lard prices held firm early on Thursday; there was some buying credited to Eastern investment account. Prices reacted later and futures closed 2½ to 7½ points under last Friday.

Demand was moderate and the market lower at New York. Prime western was quoted at 6.25@6.35c; middle westtern, 6.15@6.25c; New York City in tierces, 5%@6c, tubs, 5%@6c; refined continent, 6%@6%c; South America, 6%@6%c; Brazil kegs, 6%@6%c, and shortening in carlots, 9c.

CARLOT TRADING.—There was little interest in green and cured meats at Chicago this week and business was slow; the trade was marking time awaiting the results of Easter buying. Most product was available at the list and prices were marked down on some cuts. Green regular hams were offered at the list and demand was limited. The 8/10 were down ½c and the balance unchanged. S. P. regulars were quiet. Plenty of green skinned hams were available for the small demand; the light end was marked down ½ %c. S. P. skinned hams were unchanged.

There was the regular interest in heavy boning picnics but little demand for the lights which were quoted  $\frac{1}{2}$  were under last Friday. Trade in green seedless bellies was very slow and prices were  $\frac{1}{2}$  c lower; cured bellies shared the decline. D. S. clear bellies were quoted  $\frac{1}{2}$  c lower on fair offerings and quiet trade. Fat backs were a little firmer following the recovery in lard; the  $\frac{8}{10}$  and  $\frac{10}{12}$  were up  $\frac{1}{2}$  c and the balance steady with last Friday.

FRESH PORK.—In spite of an active hog market, fresh pork was dull and somewhat easier at Chicago this week. The 8/10 loins were down to 12c, a %c decline, and Bostons were off %c to 11c as demand weakened after the Easter rush. Skinned shoulders and ribs were also lower. Demand for fresh regular trimmings slackened a little and they were quoted 5% @6c.

# MEAT AND SUPPLIES PRICES

Chicago

WHOLESALE FRESH MI	EATS	Fresh Pork and Pork Products
Carcass Beef		Pork loins, 8-10 lbs. av @13½ @18 Picnics @ 9 @13
Week ended March 20, 1940. per lb.	Cor. week, 1939. per lb.	Tenderloins @ 9% @14
		Back fat
400- 600	20 @2014 20 @2014 20 @21	Boston butts
800-1000181/2@19	20 @21	Boneless butts, cellar
Good native steers-	17 @17%	Tails @ 5 @10
400- 600	17 @17½ 17 @17½	Neck bones @ 4
Madium steers-		Pigg' foot 6 4 6 4
400- 800	14% @15 14% @15 14% @16	Pigs' feet         6         4         6         4           Kidneys, per lb         6         6         610           Livers         6         7         610
800-100014 @141/4	14% @16	Drains 60 7 60 9
Heifers, good, 400-60015 @16	16 @17 12 @13%	Ears 0 4 0 4 Snouts 0 4 0 5 Heads 0 6 0 6 9
Heifers, good, 400-60015 @16 Cows, 400-60011 @11½ Hind quarters, choice21 @22 Fore quarters, choice13 @14	@24 @1614	Heads
Beef Cuts	@1079	WHOLESALE SMOKED MEATS
Beef Cuts	unquoted	Fancy regular hams, 14@16 lbs.,
Steer loins, No. 1 @33	@32	parchment paper
Steer short loins, prime unquoted	unquoted	Fancy skinned hams, 14@16 lbs., parchment paper. 17 @18 Standard reg. hams, 14@16 lbs., plain. 15½ @16 Picnics, 4@8 lbs., short shank, plain. 12 @13 Picnics, 4@8 lbs., blord shank, plain. 10 @11 Fancy baccon, 6@8 lbs., plain. 16½ @17 Standard bacon, 6@8 lbs., plain. 13 @14 No. 1 beef sets. smoked Insides, 8@12 lbs. 34½ @35½ Outsides, 5@9 lbs. 33 @34
Steer short loins, No. 1 @43 Steer short loins, No. 2 @35	@50 @31	Standard reg. hams, 14@16 lbs., plain154@16 Picnics, 4@8 lbs., short shank, plain12 @13
Steer loin ends, (hips) @24	@25 @23	Picnics, 4@8 lbs., long shank, plain10 @11
Cow loins	@20 @21	Standard bacon, 6@8 lbs., plain18 @14
Cow loin ends (hips) @16	@19	No. 1 beef sets, smoked Insides, 8@12 lbs34½@35½
Steer ribs, primeunquoted	unquoted @24	Outsides, 5@9 lbs
Steer, ribs, No. 2 @19	@22 @15	Cooked hams, choice, skin on, fatted @27
Cow ribs, No. 3	@131/9	1816es, 569   18s.   33   634
Steer rounds, primeunquoted Steer rounds, No. 1 @1614	unquoted @19	
Steer rounds, No. 2 @15%	@17½ unquoted	VINEGAR PICKLED PRODUCTS
Steer chucks, primeunquoted Steer chucks, No. 1	@161/2	Pork feet, 200-lb. bbl.       \$15.75         Lamb tongue, short cut, 200-lb. bbl.       65.00         Regular tripe, 200-lb. bbl.       17.25         Honeycomb tripe, 200-lb. bbl.       22.25         Pocket honeycomb tripe, 200-lb. bbl.       25.00
Cow rounds @134	@151/2 @15	Regular tripe, 200-lb, bbl
Cow rounds         @ 13½           Cow chucks         @ 11½           Steer plates         @ 7½           Medium plates         @ 7	@13½ @12	Pocket honeycomb tripe, 200-lb. bbl 26.00
Medium plates @ 7	(a) 9	BARRELED PORK AND BEEF
Medium plates	@15 @10	Clear fat back pork: 70-80 pieces \$ @11.50
Cow navel ends         2 6           Steer navel ends         2 5           Fore shanks         2 81/2	@ 9 @10	80-100 pieces
	@ 714	100-125 pieces
Strip loins, No. 2 @50	@60 @50	To 80 pieces   \$ (211.50   10.50   1
Sirloin butts, No. 1 @25 Sirloin butts, No. 2 @20	@30 @22	Plate beef
Hind Silanks	@55 @50	SAUSAGE MATERIALS
asimp bucts (11)	@16	(Declarate )
Flank steaks	@20 @171/4	Regular pork trimmings 5%@ 6
Hanging tenderloins @17 Insides, green, 6@8 lbs @18	@17 @18	Extra lean pork trimmings 95%124 @124
Outsides, green, both ibs. (216	@171/2	Pork cheek meat (trimmed)
Beef Products	@171/2	Regular pork trimmings
Brains @ 6	@ 7	
Hearts @ 8 Tongues @ 18	@10 @20	Shank meat         611½           Beef trimmings         69 9½           Beef cheeks (trimmed)         67 7½
Rweethreade @17	@17	Beef cheeks (trimmed)
0x-tail	@12 @10	Dressed canners, 350 lbs. and up. 69 9 Dressed canner cows, 400-450-lb. 69 9½ Dr. bologna bulls, 600 lbs. and up. 62 10½ Pork tongues, canner trim, fresh. 62 7½
Fresh tripe, H. C	@111/4 @20	Pork tongues, canner trim, fresh @ 7½
Kidneys @ 9	@10	DOMESTIC SAUSAGE
Choice carcase Veal	16 617	10
Choice carcass	16 @17 14 @15	Quotations cover rancy grades.
Good racks	20 @21 13 @14	Country style sausage, fresh in bulk @134, Country style sausage, smoked @194, Frankfurters, in sheep casings @224,
	@14	Frankfurters, in sheep casings @224 Frankfurters, in hog casings @204
Brains, each @10	@10	Bologna in beef bungs, choice
Sweethreads	@36	
Calf livers @45	@55	Liver sausage in hog bungs
Choice lambs	@17	Head cheese
Medium lambs @17	@16	Minord luncheon specialty choice 6019
Medium saddles	@20 @19	Tongue & blood
Choice lambs   @18	@14 @13	Souse
	@31 @16	DRY SAUSAGE
Lamb tongues @17 Lamb kidneys @15	@20	Cervelat, choice, in hog bungs @34
Mutton		Thuringer
Heavy sheep	@ 9 @10	Farmer   628
	@12 @14	Milano, salami, choice in hog bungs @29
Heavy fores	@ 6	B. C. salami, new condition
Mutton legs	@ 6 @ 7 @14	
Mutton staw	@10	Mortadella new condition @18
Special roughes 6510	@ 5 @1214	Italian style nams
oneep heads, each @11	@10	Virginia hams @40%

CURING MATERIALS	
Nitrite of sods (Chgo, w'hee stock). In 425-lb. bbls., delivered. Saltpeter, less than ton lots: Dbl. refined granulated. Small crystals Medium crystals Large crystals	\$ 8.75
Dbl. refined granulated	7.50
Medium crystals	7.50 8.50 8.75
Dbl. rfd. grap. pitrate of soda	9.50 2.90
Large crystals Dbl. rfd. gran. nitrate of soda. Salt, per ton, in minimum car of 80,00 only, f.o.b. Chicago, per ton: Granulated	0 lbs.
Granulated Medium, dried	7.20 10.20
Rock	6.90
Sugar-	60.00
Standard gran., f.o.b. refiners (2%)	@2.83 @4.50
f.o.b. Reserve, La., less 2%	@4.10
Sugar— Raw, 96 basis, f.o.b. New Orleans. Standard gran., f.o.b. refiners (2%) Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, f.a., less 2%. Dextrose, in car lots, per cwt. (Cotton In paper bags.	(3.64 (23.59
SALISAGE CASINGS	
SAUSAGE CASINGS (F. O. B. Chicago.) (Prices quoted to manufacturers of	
Domestic rounds, 180 pack	. 9.16
Export rounds, wide	@.33 @.42
Domestic rounds, 180 pack  Domestic rounds, 140 pack  Export rounds, wide  Export rounds, medium  Export rounds, narrow  No. 1 wessands.	. @.24 . @.39
No. 1 weasands No. 2 weasands	@.06 @.03
No. 1 weasands. No. 2 weasands. No. 2 bungs. No. 2 bungs. No. 2 weasands. No. 2 bungs. No. 2 bun	. @.11 @.08
Middles, regular	. 6.50
Middles, select, wide, 2624 in Middles, select, extra, 24 in. & np	. @.55 . @.75
Dried bladders:  12-15 in. wide, flat.  10-12 in. wide, flat.  8-10 in. wide, flat.  6-8 in. wide, flat.	80
10-12 in. wide, flat	70
6-8 in. wide, flat	
Narrow, per 100 yds	2.15
Medium, regular	2.10
English, medium	1.45
Extra wide, per 100 yds	
Large prime bungs	
Small prime bungs	0334
Pork casings: Narrow, per 100 yds. Narrow, special, per 100 yds. Medium, regular English, medium Wide, per 100 yds. Extra wide, per 100 yds. Export bungs Large prime bungs. Medium prime bungs. Small prime bungs. Middles, per set	14
SPIUES	
(Basis Chicago, original bbls., bags	hale Ground
Allapice, prime Wi Resifted Chili pepper Chili pepper Powder Cloves, Amboyna Zansibar Ginger, Jamaica	hole. Ground. 19% 21 20 22
Chili pepper	28
Cloves, Amboyna	29 25
Ginger, Jamaica	19% 24% 14 18%
Mace, Fancy Banda	10 14 64 72
East & West India Blend	58 66
Mustard flour, fancy	25
Nutmeg, fancy Banda	24 29
East & West India Blend	21 251/9
Paprika, Spanish	42
Zanzibar Ginger, Jamalea African Mace, Fancy Banda East India East & West India Blend Mustard flour, fancy. No. 1 No. 1 Nutmeg, fancy Banda East India East Mest India Blend Paprika, Spanish Fancy Hungarian No. 1 Hungarian Pepper, Cayenne	351/4
Red No. 1	21
Black Lampong	10 14 71/4
No. 1 Hungarian Pepper, Cayenne. Red No. 1 Black Majsbar Black Lampong Pepper, white Singapore Muntok Packers	914 12%
Packers	12
SEEDS AND HERB	8
	Ground noie, for Saus.
	141/4 191/4
Caraway seed Celery seed, French Cominos seed Coriander Morocco bleached Coriander Morocco patural No 1	20 25
	614 814
American	21 ::
Marjoram, French	28 34
Oregano Sage fancy Dalmatian	1214 1614
Dalmatian No. 1	11% 15%
(Continued on page 28.)	
	10.00
	and the same



# MARKET PRICES

New York
DRESSED BEEF   City Dressed   171/2018/4   Choice, native, heavy   171/2018/4   Choice, native, light   171/2019/4   Native, common to fair   16 @17
Western Dressed Beef.           Native steers, dogslings, \$40,000 lbs17           Good to choice helfers.         16           Good to choice helfers.         16           Good to choice cows.         14           Fresh bologua bulls.         13           Get         14           Get         14           Get         15           Get         16           Get         17           Get         18           Get
No. 1 rlbs
DRESSED VEAL   Good   16½@17½   Medium   15½@16½   Common   14½@15½   Common   14@15½   Common   14@15
DRESSED SHEEP AND LAMBS   Genuine spring lambs, good   19½@20½   Genuine spring lambs, good to medium   18½@19½   Genuine spring lambs, medium   18½@18½   Genuine spring lambs, medium   11   13   13   15   15   15   15   15
DRESSED HOGS Hogs, good and choice (110-140 lbs.) head on; leaf fat in
FRESH PORK CUTS  Pork loins, fresh, Western 10@12 lbs. 12 @13  Shoulders, Western, 10@12 lbs. av. 104/20114/2  Butts, regular, Western. 124/20134/2  Hams, Western, fresh, 10@12 lbs. av. 16 @17  Picnica, Western, fresh, 6@8 lbs. av. 11 @12

mean on, sear the second control to the grand
FRESH PORK CUTS
Pork loins, fresh, Western 10@12 lbs12 @13     Shoulders, Western 10@12 lbs. av10½ @11½     Butta, regular, Western
COOKED HAMS

Cooked hams, choice, skin on, fatted..... Cooked hams, choice, skinless, fatted.....

SMOKED MEATS
Regular hams, 8@10 lbs. av
Regular hams, 10@12 lbs, av
Regular hams, 12@14 lbs. av
Skinned hams, 10@12 lbs. av
Skinned hams, 12@14 lbs. av
Skinned hams, 16@18 lbs. av17%@18
Skinned hams, 18@20 lbs. av
Picnics, 4@6 lbs. av
Picnics, 6@8 lbs. av
City pickled bellies, 8@12 lbs. av15 @16
Bacon, boneless, Western
Bacon, boneless, city
Rollettes, 8@10 lbs, av
Beef tongue, light
Beef tongue, heavy

Fresh	steer	to	nį	Ŗ	26	10		1	u	n	t	ri	I	n	n	16	×	ı.				•	16c	8	pou
Fresh	steer	to	nį	g١	24	И	Ļ,		٤.		e			U	n	m	a	Œ	e	d			28c	а	pou
Sweeth																									
Sweeth	reads.	. 1	re	n.	1																		70c	8	pair
Sweeth Beef i	kidney	8																					12c		pou
Muttor Livers,	kidn	ey	8																				4c	e	ach
Livers.	beef	-												Ċ									29c		Dou
Oxtaile														ì									16c	8	pou
Beef 1																									
Lamb																									

	E	и	U	7	ı	2	Н	I	E	F	t	8	P		E	F	A	١	T			
Shop Fat																						
Breast Fat																						
Edible Suet .																						
Inedible Suct		0 1	0	0	0 0					0	0	0	0	0	۰			0	0	. 2.50	per	cwt.

GREEN	CALFS	KINS			
5-9	914-1214	1214-14	14-18	18 up	
Prime No. 1 veals22	2.85	3.20	3.25	3.70	
Prime No. 2 veals20			2.95	3.30	
Buttermilk No. 117		2.70	2.75		
Buttermilk No. 216	2.20	2.55	2.60		
Branded gruby10		1.50	1.55	1.75	
Number 310	1.15	1.50	1.55	1.75	

# WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats, quoted by the U.S. Department of Agriculture, Agricultural Marketing Service, on March 20, 1940:

of Agriculture,	Agricultural Ma	rketing Se	ervice, on Mai	rch 20, 1940:	
Fresh Beef: STEER, Choice		CHICAGO	BOSTON	NEW YORK	PHILA.
400-500 lbs. 500-600 lbs. 600-700 lbs. 700-800 lbs.		15.50@17.00 15.00@17.00	\$15.00@16.00 15.00@16.00	\$16.50@17.50 16.00@17.50 16.00@17.00	\$17.00@17.56 16.50@17.56 16.50@17.00
STEER, Good1:					
400-500 lbs. 500-600 lbs. 600-700 lbs. 700-800 lbs.		13.50@15.50 13.50@15.50 13.00@15.00 13.00@15.00	14.00@15.00 14.00@15.00	14.00@16.00 14.00@16.00 14.00@16.00	14.50@16.50 14.50@16.50 14.50@16.50
STEER, Comme	ercial1:				
400-600 lbs 600-700 lbs	*****************	12,50@13.50 12.00@13.00	13.00@14.00	13.00@14.00 13.00@14.00	13.00@14.50 13.00@14.50
STEER, Utility 400-600 lbs	1:	11.50@12.50		12.50@13.00	
COW (all weig					
Commercial Utility Cutter		11.50@12.50 10.50@11.50 10.00@10.50 9.50@10.00	11.50@12.50 10.50@11.50	11.50@12.50 10.50@11.50	11.00@12.0 10.50@11.0
Fresh Veal and Ca	if:				
VEAL (all wei					
Good Medium Common		15.50@17.00 14.00@15.50 12.50@14.00 10,50@12.50	16.00@17.50 14.50@16.00 13.50@14.50 12.00@13.50	16.50@17.50 14.00@16.50 12.50@14.00 11.50@12.50	17.00@18.0 14.00@17.0 13.00@15.0 12.00@13.0
CALF (all weight					
Choice		14.00@15.00	*******		********
Medium Common	••••••	12.50@14.00 11.00@12.50	*******	*********	*******
Fresh Lamb and M					
LAMB, Choice:					
38 lbs. dov 39-45 lbs 46-55 lbs.	••••••	19.00@20.00 18.00@19.00 17.00@18.00	20.00@21.00 19.00@20.00 18.00@19.00	19.00@20.00 18.50@19.50 17.50@18.50	19.00@20.0 18.50@19.0 18.00@19.0
LAMB, Good:					
38 lbs. dov 39-45 lbs. 46-55 lbs.	TB	18.00@19.00 17.00@18.00 16.00@17.00	19.00@20.00 18.00@19.00 17.00@18.00	18.00@19.00 17.50@18.50 16.50@17.50	18.00@19.0 17.50@18.0 17.00@18.0
LAMB, Medium All weight	a: 8	15.50@17.00	16.50@18.50	16.00@18.00	17.00@18.0
LAMB, Commo	n:	14.50@15.50	15.50@17.50	15.00@17.00	
MUTTON (Bw	e), 70 lbs. down:				
Medium Common		9.00@10.00 8.00@ 9.00 7.00@ 8.00	10.00@11.00 9.00@10.00 8.00@ 9.00	10.00@11.00 9.00@10.00 8.00@ 9.00	*******
Fresh Pork Cuts:					
LOINS:					
8-10 lbs. 10-12 lbs. 12-15 lbs. 16-22 lbs.		11.50@12.50 11.50@12.00 11.00@11.50 10.50@11.50	12.00@13.00 $12.00@13.00$ $11.50@12.50$ $11.00@11.50$	12.00@13.00 12.00@13.00 11.50@12.00 10.00@10.50	12.00@13. 12.00@18. 11.50@12. 11.00@11.
SHOULDERS,	Skinned N. Y. Style:			10.00@11.00	9.00@10.
PICNICS: 6-8 lbs.		8.50@ 9.00	10.00@10.50		******
BUTTS, Bosto				12.00@13.00	12.00@12.
SPARE RIBS					
	ts	7.50@ 8.00		*******	*******
TRIMMINGS: Regular		5.50@ 6.00			******
Includes heifer Chicago. Includes	300-450 lbs. and steer sides at Boston and P	down to 300 hiladelphia.	lbs. at Chicago.	""Skin on" at	New York at

# IT'S "SOONER SELECT SIRLOIN"

Out of 4,500 names submitted in a recent contest sponsored by an Oklahoma commission firm to select an appropriate name for quality beef raised in that state, the judges chose "Sooner Select Sirloin." Twenty-three persons in widely separated parts of the state, who submitted close variations or duplications of the name, shared the \$250 prize money offered.

The winning name was announced at a dinner attended by more than 1,000 members of the Oklahoma Livestock

Marketing Association at the Skirvin Hotel, Oklahoma City. Sponsors of the competition pointed out that it was intended to create a market for good beef in Oklahoma and encourage its production on the farms. A campaign has been planned to enlist the cooperation of the state's hotels and restaurants in labeling their steaks as "Sooner Select Sirloin."

A meal without Meat

is a meal incomplete.

# Easier Trend in Tallow and Greases; Market Unsteady

N. Y. extra declines ½c on the week; peace talk a depressing factor—Tallow unresponsive to recovery in competing markets—Generally dull situation accompanies continued lard easiness—By-products lower.

TALLOW.—The tallow market developed a weaker trend the past week at New York as a result of weakness in lard, peace talk and a backing away of consumers. In the main, the action in lard and reports that soapers were still buying that commodity in volume accounted for the action in tallow. Following sales of extra at 5c delivered, a decline of 4c from the previous levels, additional business took place at 4%c delivered, making a decline of 4c for the week. The tallow turnover on the decline was estimated at from 750,000 to 1,000,000 lbs.

Producers ideas strengthened at the lower levels, however, and the impression prevailed that declines have been halted for the time being.

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At New York, edible was quoted at 5%c; extra, 4%c delivered, and special, 4%c.

Conditioned by continued lard easiness and a waiting attitude on the part of consumers, the tallow market at Chicago was lower this week, with buying interest light and scattered. After earlier trading at 4%@4%c, prime tal-low was not offered freely toward the end of the week, and was quoted at 4%@4%c nominal. Trading in other tallows was light and scattered throughout the week in an unsettled market. Tank of edible sold at midweek at 4%c, Chicago, prompt; it was offered Thursday at this figure, but buyers had lowered their ideas to 4%c. A little fancy tallow sold this week at 4%c, southeast point, for April delivery. Special tal-low sold early in week at 4%c, prompt; toward end of week, bids of 41/2c, Cincinnati, for April delivery, were recorded. Thursday's quotations at Chicago were:

	tallow																
Fancy	tallow	۰	۰	,											٠	1%@	434
Prime	packers									٠			٠			1%@	4%
Special	tallow									. *		á				11/200	45%
	tallow.																

STEARINE.—The last business in oleo stearine at New York was at the 6c level, off 4c from a week ago. However, trade quieted down after a couple of cars had sold. Sellers' ideas were still around 6c, but pending further interest from consumers, the undertone was barely steady.

At Chicago, the market was quiet and barely steady, with prime oleo quoted at 5%c.

OLEO OIL.—Interest was small and routine at New York, but prices held steady at unchanged prices. Extra was

quoted at 7c; prime, 6%@6%c, and lower grades, 6%@6%c.

At Chicago, demand was slow and the market easier. Extra was quoted at 7c, off %c.

LARD OIL.—Demand was slow but prices steady in face of lower raw materials. At New York, No. 1 was quoted at 8%c; No. 2, 8%c; extra, 8%c; extra No. 1, 8%c; winter strained, 9c, prime burning, 9%c and inedible, at 9%c.

At Chicago, lard oil quotations were as follows: No. 1, 8c; No. 2, 7%c; extra, 8%c; extra No. 1, 8%c; extra winter strained, 8%c; special No. 1, 8%c; prime edible, 9%c; prime burning, 9c; and prime inedible, 8%c. Acidless tallow oil was quoted at 7%c.

(See page 33 for later markets.)

NEATSFOOT OIL.—Demand was quiet but the market steady at New York. Cold test was quoted at 17%; extra, 8%c; No. 1, 8%c; prime, 8%c, and pure, 13%c.

Neatsfoot oil quotations at Chicago were: Cold test, 18c; extra, 84c; No. 1, 8c; prime, 8½c; and pure, 12%c.

GREASES.—The market for greases at New York was easier, following the lead of tallow and other competing materials. Weakness in lard had considerable influence, reports indicating that soapers were still interested in lard in a large way. Sales of yellow and house grease were reported at 4½c at New York, off %c from a week ago. While no large pressure in the way of offerings came from producers, there was sufficient selling, coupled with a backing away by consumers, to bring about a lower range.

At New York choice white was quoted at 4%c; yellow and house, 4%@4%c, and brown, 4%@4%c.

The up-turn in lard at midweek brought about a tightening of offerings on greases at Chicago; earlier in the week, the trend had been generally easier. Reports of continued soaper interest in lard have exerted a depressing effect on the grease market. White grease was offered late in week at 4½c, Chicago, prompt, with sales reported Wednesday at this figure. Yellow grease has been salable most of the week at 4½c, Cincinnati, prompt, latter part of the week; on Wednesday, a tank or so of yellow grease sold at 4½c, Chicago, for April. Brown grease was salable at midweek at 4½c, Cincinnati, prompt. During the forepart of the week, inquiries were confined primarily to white and lower grades of greases. Quotations at Chicago on Thursday:

Choice white gr	rease.			 	 4% @ 44
A-white grease				 	 @ 45
B-white grease				 	 4%@ 49
Yellow grease,	10-15	f.	f.a	 	 @ 43
Yellow grease,	16-20	f.	f.a	 	 @ 43
Brown grease .				 	 4%@ 4%

# BY-PRODUCTS MARKETS

Chicago, March 21, 1940.

By-products extremely quiet and nominal this week. Several items sagged below last week's prices.

### Blood

Blood market nominally lower; no sales reported.

54105 10	P	-	•	•	_	•										Ammo		
Unground															. 8	2.65@	2.75	į

### Digester Feed Tankage Materials.

The 11-12% feed tankage nominally lower; other items also below last week's prices.

Unground, 11 to 12% ammonia\$ Unground, 6 to 10%, choice quality	2.75@	2.80
Liquid stick	1.50@	1.75

### Packinghouse Feeds.

Packinghouse feeds unchanged from a week ago; demand reported seasonal.

	Carlots, Per ton
60% digester tankage	@45.00
50% meat and bone scraps	@47.50
Blood-meal	@65.00
Special steam bone-meal	@45.00

### Bone Meals (Fertilizer Grades).

Unchanged	la	and	nominal.	Per ton
Steam, ground, 3 Steam, ground, 2				@30.00 @30.00

### Fortilizer Materials.

Lower trend in 10-11% ground tankage; other items unchanged.

	4 04	604
High grd. tankage, ground, 10@11% am Bone tankage, ungrd., per ton Hoof meal	18.00@20.00	4

### Dry Rendered Tankage.

Cracklings nominally easier than a week ago; low test material slipped lower early in week.

Hard pressed and expeller unground, up to 48% protein (low test)	.70 @.721/s @.671/s
Soft pred, pork, ac, grease and	
quality, ton	@47.50
Soft prsd. beef, ac. grease and	
quality, ton	35.00@37.50

# Gelatine and Glue Stocks

Gelatine and glue stock market inactive and unchanged.

orro and anomales	Per ton
Calf trimmings	18.00@20.00
Sinews, pizzles	@18.00
	@35.00
Hide trimmings	13.00@14.00
Pig skin scraps and trim, per lb., l.c.l.	314@ 314

# Bones and Hoofs.

This market steady with last week.

	Per ton
Round shins, heavy	@57.50
light	@52.50
Flat shins, heavy	@47.50
light	@42.50
Blades, buttocks, shoulders & thighs	@42.50
Hoofs, white	@55.00
House run, unassorted	@30.00
Junk hones	20.00@22.50

### Animal Hair

No changes reported in animal hair market.

Winter coll dried, per ton\$30,00@35.0	m
Summer coil dried, per ton 22.50@25.0	
Winter processed, black, Ib 61/2 7c	
Winter processed, gray, lb 54@ 6c	
Summer processed, gray, lb 3 @ 31/4	C
Cattle switches 24 @ 24	g C

### **FERTILIZER PRICES**

BASIS NEW YORK DELIVERY.

Ammeniates	
Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, March to June, 1940	@28.00 @ 2.85
factory	4.25 & 10c
Fish meal, foreign, 11¼% ammonia, 10% B. P. L., c.i.f. spot	@ 52.00 @ 52.00
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories	2.50 & 50c
Soda nitrate, per net ton: bulk, March to June, 1940, inclusive, ex-vessel	
Atlantic and Gulf ports	@27.00
in 200-lb. bagsin 100-lb. bags	@ 28.30
Fertilizer tankage, ground, 10% am-	(4 20.00
monia, 10% B. P. L. bulk	2.80 & 10c
Feeding tankage, unground, 10-12%	0.00 6.10
ammonia, 15% B. P. L. bulk	2.80 & 10c

ammonia, 15% B. P. L. Dulk	2.80 & 100
Phosphates	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f	@32.00
bags, per ton, c.i.f	@31.00
Superphosphate, bulk, f.o.b. Balti- more, per ton, 16% flat	@ 8.50
Dry Rendered Tankage	
50/55% protein, unground	@67%

### EASTERN FERTILIZER MARKETS

New York, March 20, 1940.

The crackling market was down this week and sales were made at 67½c per unit; more material was offered at this figure. Some sales were reported 65c at outside points.

Blood was offered at lower figures with very little interest being shown. Tankage was dull, with buyers showing little interest in the market, and stocks were said to be accumulating.

Fertilizer chemicals are moving out in good volume on contracts as the fertilizer season is opening.

# TALLOW FUTURE TRADING

Mon., Mar. 18.—Close: May and July 5.00 bid.

Tues., Mar. 19.—Close: May 5.05; July 5.15; no sales.

Wed., Mar. 20.—Close: May 4.70@ 4.90; no sales.

Thurs., Mar. 21.—Close: May 4.70@ 4.90; no sales.

Friday, Mar. 22.—Holiday. No Market.

# FEBRUARY MARGARINE TAX

Taxes paid on oleomargarine during February, 1940 and 1939, according to the report of the U. S. Bureau of Internal Revenue were as follows:

Excise Special	taxes	1940 .\$77,375.44 . 13,924.60	1939 \$70,340.37 12,151.02
Total		\$91 300 13	289 401 90

Quantity of product on which tax was paid during February, 1940, totaled 30,-958 lbs. of colored margarine and 29,-711,056 lbs. of uncolored; during February, 1939, tax was paid on 32,382 lbs. of colored and on 26,840,868 lbs. of uncolored margarine.

# Cotton Oil Futures Decline But Regain Part of Losses

New lows made on general liquidation

—Values up 30 points in rally—Crude
prices down.

OTTONSEED oil futures market at New York suffered during the early part of the week from liquidation and selling of a general character, but rebounded sharply later.

Selling uncovered stop loss orders and carried cottonseed oil into new low grounds. Active months were down 77 to 146 points from the season's highs, but the rally carried values up 28 to 31 points from the lows. Oil traders were on both sides on the decline; some were lifting hedges, while others appeared to be putting belated hedges into the October delivery.

Buying was believed to have been of better character than selling and this led local professionals to take hold. This demand aided the recovery, along with sharp rallies in allied markets and other commodities.

Cash oil demand dried up and crude eased with futures. It was reported, although not confirmed, that cash oil prices had been cut 4c by refiners, and shortening prices reduced 4c to 9c for carlots, New York.

The action in cottonseed oil was not surprising in view of the drastic break in lard values. All lard deliveries made new season's lows. At its lowest level, lard was down 178 to 338 points from the season's highs, May leading, but the Chicago market later rallied 48 to 55 points.

The technical position of the oil market has been strengthened by elimination of longs. The trade has persistently bought May and July oil; the open interest in May oil is believed to be much smaller than that in the March delivery.

COCONUT OIL.—Following a decline to 2%c, New York, for bulk oil, the market steadied and was quoted at 3@3%c. The Pacific coast market was 2%c nominal.

SOYBEAN OIL.—A sharp break in soybeans, lard and cotton oil prices brought reselling of soybean oil; sales passed at 54c, New York, a drop of 4c.

# **VEGETABLE OILS**

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt	@	5%	
White deodorized, in bbls., f.o.b. Chgo Yellow, deodorized	71/5 (0)	7%	
Soap stock, 50% f.f.a., f.o.b. consuming	·	0	
points	0	1%	
Soybean oil, f.o.b. mills		51/4	
Corn oil, in tanks, f.o.b. mills		61/8	
Coconut oil, sellers' tanks, f.o.b. coast	2%@	2%	
Refined coconut, bbls., f.o.b. Chicago	8%@	9	

# OLEOMARGARINE

	F.											
White domesti	c vegi	ta	b	le								@15
White animal	fat				٠				0		۰	@12
Water churned Milk churned	Dastry	y .				0 0			0		0	@13
White "nut"	type											@ 81/

Pressure subsided on the decline, however, and prices were quoted at 5%c. Sales were made at 5%c, Decatur, with sellers asking ½c more. Chicago crushers were asking 5%c.

CORN OIL.—Buyers at New York were interested around 6c, but sellers were offering sparingly and asking 64c.

PALM OIL.—Demand was moderate at New York but the market was steady. Nigre in drums was quoted at 41/4c; tanks, 3.6c; 10 per cent acid, 2.85c, and Sumatra oil around 31/4c.

OLIVE OIL FOOTS.—Interest was limited but the market steady at New York. Nearby foots were quoted at 7%c and forward delivery at 7%c.

PEANUT OIL.—Trade was dull. Cheapest offerings seemed to be around 6%c.

COTTONSEED OIL. — Valley was quoted Wednesday 5% pd.; Southeast crude 5% b; Texas, 5½ @5% n at common points; and Dallas, 5% @5% nominal.

Futures market transactions for the week at New York were:

### FRIDAY, MARCH 15, 1940

		-Rar	—C	losing-	
	Sales	High	Low	Bid	Asked
March	5	690	686	686	690
April		***	***	675	nom
May	58	690	676	676	trad
June	66	692	682	681 682	nom
August	0.0			687	nom
September	21	701	687	687	trad
October	36	702	686	686	687

### SATURDAY, MARCH 16, 1940

April 37	673	668	664 669	nom
June 46	681	674	674 674	nom 676
August 47	686	679	678 679	nom
October 27 November	681	677	681 684	trad
Sales 157 contra	ets.			

### MONDAY, MARCH 18, 1940

April			650	nom
Мау 78	663	648	648	50tr
June			651	nom
July 87	667	656	657	trad
August			661	nom
September 72	675	660	000	61tr
October 6	670	659	659	trad
November			660	nom
Sales 238 contrac	eta.			

# TUESDAY, MARCH 19, 1940

April				650	nom
May	35	658	651	656	57tr
June				660	nom
July	64	663	655	660	663
August				663	non
September	62	665	660	664	trad
October	52	667	657	662	663
November	1	665	665	600	665
Sales 214 e	ontrac	ts.			

### WEDNESDAY, MARCH 20, 1940

April				675	nom
May	33	679	668	675	779
June				678	none
July	35	684	671	682	trad
August		* * *		684	nom
September	83	688	673	686	trad
October	6	687	683	684	trad
November	0.0"			675	685
Sales 157 ce	ontrac	ts.			

# THIRDDAY MARCH OF

TH	URSD	AY, MA	RCH 21,	1940	
May	34	678	674	673	bid.
July	19	683	678	678	nom
September	35	688	682	682	nom
October	16	687	680	680	bid

(See page 33 for later markets)

# PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

# PICKLE

"An Approved, Safe, Fast Cure"

for

# TENDER SMOKED HAMS

When you use Prague Powder Pickle the "high color" is set while the meats are yet young.

The natural meat juices are retained and weights are not lost.

It is not our intention to say all hams must be cured by the Artery Pump Method.

It is our intention to say Prague Powder Pickle is more quickly absorbed than ordinary pickle in the Arteries.

It is our intention to say deep penetration takes place at once and color fixation follows immediately when Prague Powder Pickle is absorbed.

The Artery Method places the pickle intimately with the entire meat structure within a minute or two after the artery is contacted with the Big Boy Pickle Pump.



# MAKE BETTER PORK SAUSAGE

In the February 26 issue Life Magazine hit the high mark in practical advertising. "Pork link" sausage, they say, should be on every American breakfast table. Mr. Sausagemaker, here is your chance to spread the good news. Select the Best Young Porker and tell your trade so—select Griffith Pork "C" seasoning and tell your trade so. Wire for a "Deep South" pork sausage seasoning—Griffith's know the style of seasoning you need for the territory you serve. Much sage—little sage, peppers and other selected flavors that have built our "Perfect Seasoning" line to large dimensions. We serve the best sausagemakers in the land. Boost the Sausage Campaign!

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Of Tall Can
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# TIN LARD CANS

IN ONE TO FOUR POUND SIZES

# SELL MORE LARD HIGHER PRICES

WOMEN will pay more for your lard and have more confidence in its quality if you package it in Heekin Lithographed Tin Lard Cans the cans that have eye appeal and consumer acceptance. Why not dress up your package the modern way that lard is being sold? Why not keep step with the times put your lard in beautiful tin cans in a variety of shapes and sizes lithographed beautifully in any number of colors or designs. Write for prices.

# HEEKIN CANS

THE HEEKIN CAN CO., CINCINNATI, O.

SAMPLE ORDERS NOT ACCEPTED FOR LESS THAN 2,000

# HIDES AND SKINS

Packer hides active, 80,000 moving to tanners and traders around ½c lower—Packer heavy calfskins ½c higher—Light calf easy.

# Chicago

PACKER HIDES.—Trading was resumed on a good scale in the packer hide market early mid-week at irregularly lower prices, generally ½c down for most descriptions; native steers sold off ¾c from the peak price previously paid, while a car heavy native cows moved at ¼c decline. Sales of around \$2,000 hides were reported, mostly Feb.—Mar. and running well to the latter month on some lots; quiet bookings and private sales probably increased the total movement to around 95,000 hides for the week.

The market in general appears fairly firm at these levels. While a good part of the support was furnished by trader buying, there was also a fair quantity of hides reported as going to tanners. This movement has again placed packers in a comfortable position on their late winter hides and, while they are willing to make further sales to tanners, further offerings are generally being withheld on trader inquiries.

Sales of 8,000 native steers were reported at 12%c on tanner buying and 6,500 more went to traders at same figure. All-light native steers, which usually sell a cent under heavies, moved in a small way at 12c for 400, but this sale was viewed as having no particular bearing on the market. One packer sold 1,400 extreme light native steers at 13%c.

A total of 3,100 butt branded steers moved at 12½c. Colorados were in good call, 22,300 going at 11¾c, mostly to traders. Heavy Texas steers are quoted 12¼c nom.; light Texas steers are rather limited and quoted 11¾@ 12c nom.; extreme light Texas steers are quotable 12¾c nom. but scarce.

The Association sold 750 Mar. heavy native cows at 12c, or ¼c down. A total of 17,500 mixed point light native cows sold early at 12½c, with a couple cars light average points included at 12¾c; 3,500 northern light cows sold at 12½c; the Association sold 1,000 Mar. light cows at 12½c; one lot of 2,500 Miltowaukee take-off moved on split weight basis, at 12¾c for under 43 lb. and 12¼c for the heavy end. A total of 13,500 branded cows were sold by packers and 900 straight Mar. take-off by the Association, all at 12c, at least half of these going to tanners.

Native bulls last sold at 9½c; stocks light and doubtful if can be bought lower. Branded bulls quoted 8½c nom.

Withdrawals from Exchange warehouses during the first 19 days of March totalled 16,714 hides, compared with 29,936 during same period in Feb. Warehouse stocks on Mar. 19th were 907,461 hides, plus 16,700 awaiting certification.

OUTSIDE SMALL PACKER HIDES.—The market on outside small packer all-weight natives is quoted around 11½@11%c, selected, Chgo. freight for natives, brands ½c less; choice light average hides, if offered, would probably bring 12c.

PACIFIC COAST.—Last reported trading in the Coast market was at 11c, flat, for Feb. steers and cows, f.o.b. Los Angeles; some quote nominally around 10½c, flat, at present.

FOREIGN WET SALTED HIDES.— Trade was quiet on standard steers in the South American market, which is in general fairly well sold up. Last sale of standard weight steers was at 100 pesos, equal to 14%c, c.i.f. New York. One lot of 2,000 frigorifico extremes was reported early this week equal to 16%oc, steady with a similar sale latter part of last week. Little action was expected in this market, due to the extended holidays starting on Thursday.

COUNTRY HIDES.—There appears to be very little trading going on in the country market. Light hides are wanted but are scarce, while there is very little call for the heavier average stock that is available. Quotations are mostly nominal. Untrimmed all-weights are quoted around 11@11%c, selected, del'd Chgo.; offerings are admittedly light around this level, while buyers' ideas are generally lower. Heavy steers and cows continue dull and nominal around 9@94c, flat, trimmed, with 94c asked. Trimmed buff weights quoted nominally 114@114c, selected, buyers talking 11c top. Trimmed extremes are quoted around 13½c, selected, while buyers talk down to 13c. Bulls listed 6¾@7c flat. Glues around 91/4c nom. All-weight branded hides quoted 10@10%c, flat, trimmed.

CALFSKINS .- There has been a good demand for packer heavy calfskins and another 1/2c advance was paid for northern heavies, while the light end has been slow and easy. The spread between the two weights widened a full cent this week. One packer sold half of Mar. production or about 7,000 heavy calfskins early this week at 27c for northerns and 26c for River point heavies, in line with bid of late last week; another packer sold about 5.000 Mar. northern heavies at 27c. Later, a third packer sold 9,000 mostly Mar. northern heavies at 271/2c, or 1/2c up. Lights, under 91/2 lb., last sold at 231/2c for Feb. take-off; offerings of Mar. lights at 24c and later 231/2c not taken. Late this week, one small Mar. production was offered at 23c for lights, 27 1/2 c for northern heavies and 261/2c for River point heavies.

LATER: Packer sold 10,000 Mar. light calfskins at 22 1/2 or 1c down from last sale.

Chicago city 8/10 lb. calfskins last

sold at 20c but further offerings at that figure have not yet moved; the 10/15 lb. last sold at 23½c and this figure is probably obtainable, as a bid or 23c drew no offerings at any price. Outside cities, 8/15 lb., are quoted around 20½@ 21c nom.; straight countries 16@16½c, flat. Chicago city light calf and deacons are offered at last trading price of \$1.35.

KIPSKINS.—Packers have cleared most of their Feb. production of kipskins, last reported sales being at 19c for northern natives, 18c for northern over-weights, southerns a cent less, and 16c for brands. One unsold lot of Feb. northern natives has been held at 20c; a bid of 19c was declined early but there is some doubt as to whether the bid is still in the market.

City kip production is light now and accumulation slow; market nominal around 17%c, pending trading; overweights last sold at 16%c. Outside cities quoted around 17@17%c nom.; straight countries 14%@15c flat.

Packer regular slunks last sold at \$1.10 for Feb. production and offerings of Mar. skins have not yet been made.

HORSEHIDES.—Trade appears light on horsehides, with buyers' ideas generally a shade lower. City renderers, with manes and tails, quoted \$5.25@5.30 for carlots, selected, f.o.b. nearby sections, with less car lots moving 10@15c lower; ordinary trimmed renderers quoted \$5.00@5.10, del'd Chgo.; mixed city and country lots \$4.60@4.75, Chgo.

SHEEPSKINS. - Dry pelts listed 151/2@16c nom. per lb., del'd Chgo. With Easter arriving early this year, and the lamb run apparently late, production of packer shearlings is still limited. Some houses quote the market on basis of their last sales at \$1.35 for No. 1's. 90c for No. 2's and 40c for No. 3's, although buyers are reported slow to pay these prices for the first two grades; one car is being offered at \$1.35, 80c and 40c for the three grades, containing only a few hundred No. 1's and No. 2's. Pickled skins showing further firmness, on reports of improved sheepskin leather trade in an export way; one packer sold a car Mar. skins at \$5.62½ per doz., and some pullers are talking up to \$6.00 on next offerings. Mid-western packer Mar. wool pelts quoted around \$2.35@2.40 per cwt. live basis; outside small packer stock around \$2.10 per cwt. live weight basis.

### **New York**

13

PACKER HIDES.—The New York market was active, at prices steady with those paid in the West, traders being credited with a good part of the business. One packer sold 800 Mar. native steers at 12½c, 1,500 Mar. butt branded steers at 12½c, and 3,000 Mar. Colorados at 11¾c. Another packer sold a car each, Mar. natives, butts and Colorados, and a third packer 2,000 Mar. branded steers, all same basis. One packer is holding Mar. production.

CALFSKINS. — Calfskins appear fully steady on the heavy end, while the lights are inclined to easiness. Collectors sold two cars of 5-7's this week at \$1.55, or 7½c decline; the 7-9's last sold at \$2.45 and 9-12's quoted \$3.75 asked. Packer 7-9's last sold previous week at \$2.85; 2,000 packer 9-12's moved this week at steady price of \$4.05; the 12/17 veal kips last sold at \$4.60; packers sold 4,000 of 17 lb. and up kips this week at \$4.75.

# WHAT U. K. PAYS FOR PORK

British Ministry of Food has established settlement prices for hams, bacon and other cured pork requisitioned since January 1, according to the Institute of American Meat Packers. These prices represent substantial reductions from prices paid for requisitions between November 18 and December 31, and, according to the Ministry, are based on the trend in hog costs, the supply situation and other factors.

The prices in shillings per cwt. (112

	For Jan. 1 onward*	For Nov. 18 to Dec. 31
Wiltshires	84a	90a9d
A. C. hams	92s	98a3d
L. C. hams	1008	106s
Picnics	62s	72s6d
Cumberlands	80s	90u6d
Bellies, mild cured	65s	73e3d
Dry salt	00s	608

\*All landed terms.

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### CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended March 16, 1940, were 5,470,000 lbs.; previous week 5,446,000 lbs.; same week last year, 5,196,000 lbs. Jan. 1 to date, 58,740,000 lbs.; same period last year, 61,180,000 lbs.

Shipments of hides from Chicago for week ended March 16, 1940, were 4,154,000 lbs.; previous week 3,688,000 lbs.; same week last year 2,903,000 lbs.; Jan. 1 to date, 49,566,000 lbs.; same period last year, 44,318,000 lbs.

### CHICAGO HIDE FUTURES

Saturday, Mar. 16.—Close: Mar. 13.80 n; no sales; unchanged.

Monday, Mar. 18.—Close: Mar. 13.80 n; no sales; unchanged.

n; no sales; unchanged. Tuesday, Mar. 19.—Close: Mar. 13.80

n; no sales; unchanged.

Wednesday, Mar. 20.—Close: Mar.

13.80 n; no sales; unchanged.

Thursday, Mar. 21.—Close: Mar.
13.80 n; no sales; unchanged.

Friday, Mar. 22.—Holiday.

# CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

Mar. 1,* 1940 lbs.	Mar. 1, 1939 lbs.	5-yr. Mar. I, av.,
Beef22,523,324 Veal1,853,068	13,619,831 1,961,762	17,648,473 1,817,982
Perk56,529,015 Mutton & lamb. 4,772,641 *Preliminary figures.	31,528,163 3,288,785	44,045,524 4,164,507

# WEEK'S CLOSING MARKETS

# THURSDAY'S CLOSING

### **Provisions**

Hog products were steadier the latter part of the week on further investment buying, hedging and more warlike developments abroad. Cash trade was reported limited. Packers are buying May lard against sales of September. Hog receipts are keeping up.

### Cottonseed Oil

Cotton oil was steadier following allied markets. Some holiday evening up was felt today as market is to be closed three days. March tenders now total sixty-five. Valley crude sold at 5%c lb.; Southeast, 5%c lb. bid; Texas, 5%@5%c lb.

### Tallow

New York extra tallow was quoted at 4%c lb.

### Stearine

Stearine was quoted 6c lb.

# Thursday's Lard Markets

New York, March 21, 1940.—Prices are for export. Lard, prime western, 6.25@6.35c, middle western, 6.15@6.25c; city, 5%@6c; refined continent, 6%@6%c; South American, 6%@6%c; Brazil kegs, 6%@6%c; shortening 9c.

# **CURED PORK PRICES**

Prices at Chicago, February, 1940, reported by U. S. Dept. of Agriculture:

ported by O. D. Depar	02 2	-6	avaro:
	Feb., 1940	Jan., 1940	Feb.,
Hams, smoked reg. No. 1-			
8-10 lbs, av	\$18.50	\$18.65	\$22.62
10-12 lbs. av	17.88	18.45	22.12
12-14 lbs. av		17.40	21.12
14-16 lbs. av	16.50	17.05	21.12
Hams, smoked, reg. No. 2-			
8-10 lbs. av	17.50	17.10	20.62
10-12 lbs. av	16.50	16.80	20.12
12-14 lbs. av		15.90	19.12
14-16 lbs. av	15.38	15.50	19.12
Hams, smoked, skinned, No.	1-		
16-18 lbs. av	16.69	17.40	20.88
18-20 lbs. av	16.69	17.75	20.88
Hams, smoked, skinned, No.	2-		
16-18 lbs. av	15.88	16.00	18.75
18-20 lbs. av	15.88	16.00	18.75
Bacon, smoked, No. 1 dry cur	e-		
6- 8 lbs. av	17.00	17.15	22,12
8-10 lbs. av	15.44	16.15	21.12
Bacon, smoked, No. 2 dry cur	re—		
8-10 lbs. av		14.45	19.00
10-12 lbs. av	12.50	13.05	18.50
Picnics, smoked,			
4- 8 lbs. av	11.50	12.40	15.75
Backs, dry salt,	118		
12-14 lbs. av	K 99	5.55	7.50
	w.00	3.00	1.50
LARD—			1
Refined, H. W. tubs	6.66	6.80	
Substitutes		9.50	9.25
Refined, 1 lb. cartons	6.66	6.80	7.80

# LARD AND GREASE EXPORTS

Exports from New York City, week of March 16, 1940, totaled 2,916,490 lbs. of lard; 12,400 lbs. of greases; 64,000 lbs. of stearine and 2,000 lbs. of tallow.

# CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Mar. 22, 1940, with comparisons:

	PACKER	HIDI	EB		
	eek ended Mar. 22		ev.		week,
Hvy. nat. strs. Hvy. Tex.	@1214	6	@13		@10%
strs	@1214		€12%n		@10%
strs. Hvy. Col.	@1214		212%		@10%
strs. Ex-light Tex.	@11%	12%	@121/4		6 9%
strs	@12%n		@12%		0 9%
Brnd'd cows Hvy. nat cows	@12 @12	•	@1214 @1214		@ 9% @ 9%
Lt. nat. cows.12 Nat. bulls	@ 9%	9	@ 13 @ 914		@ 1014 @ 714
Brnd'd bulls Calfskins25	@ 81%	2314	8 8 1/2 0 27	17	@ 61% @181%
Kips, nat Kips, ov-wt	@19 @18	19	@1914 @1814		@141/4 @131/4
Kips, brnd'd Slunks, reg	@16 @1.10	16 (	216¼ 21.10		@12% @80
Slunks, brls	@60		@60	35	@40
Light native.	butt bran	ded a	nd Col	ornde	Rteer

Light native, butt branded and Colorado steers ic per lb. less than heavies.

ac per to. tess th	HA MCHYA	OB.	
CITY AND	UTSIDE	SMALL P	ACKERS
Nat. all-wts113	4@12	11%@12%	9%@10
Branded11	@1114	114 6114	9 6 94
Nat. bulls 8	@ 814	8 @ 814	@ 614
Nat. bulls 8 Brnd'd bulls 7	@ 714	7 @ 714	@ 5%
Calfskins20	@2314	20 @231/2	15%@16%
Kips	@171/n	17% @18n	121/4 @ 13
Slunks, reg	@1.00n	@1.00n	
Slunks, hrls	@50n	@50n	@30n
C	OUNTRY	HIDES	
Hvy. steers 9	@ 9%	9 @ 94	7 @ 74
Hvy. steers 9 Hvy. cows 9	@ 94	9 @ 914	7 6 7%
Buffs113	4@11%	114 @114	8% @ 9
Extremes 133		13% @13%	@10%
Bulls 69		@ 7n	5% @ 5%
Calfskins16			11 @11%
Kipskins143	4@15	14% @15	10%@10%

Horsehides ... 4.00(6.50 14.5(16.50 10.5(16.50 14.5(16.50 10.5(16.50 14.5(16.

# **NEW YORK HIDE FUTURES**

Saturday, Mar. 16.—Close: Mar. 13.22 n; June 13.60; Sept. 13.85; Dec. 14.08; Mar. (1941) 14.31 b; 284 lots; 21@24 lower.

Monday, Mar. 18.—Close: Mar. 13.19 n; June 13.59@13.63; Sept. 13.83; Dec. 14.06 n; Mar. (1941) 14.29 n; 274 lots; 1@3 lower.

Tuesday, Mar. 19.—Close: Mar. 13.26 n; June 13.61@13.63; Sept. 13.85@ 13.87; Dec. 14.10 n; Mar. (1941) 14.33 n; 187 lots; 2@7 higher.

Wednesday, Mar. 20.—Close: Mar. 13.45 n; June 13.83@13.84; Sept. 14.07 @14.08; Dec. 14.30@14.35; Mar. (1941) 14.53@14.57; 218 lots; 19@22 higher.

Thursday, Mar. 21.—Close: Mar. 13.39 n; June 13.77; Sept. 14.03@14.05; Dec. 14.28 n; 60 sales; 2@7 lower.

Friday, Mar. 22 .- Holiday.

# ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to March 21, 1940: To the United Kingdom, 39,943 quarters; to the Continent, 3,262 quarters. A week ago, to the United Kingdom, 42,342 quarters; to the Continent, 111,-254 quarters.

# House May Act Soon On **Wage-Hour Amendments**

Amendments to the wage and hour law contained in the Barden bill (HR 7133) may be brought up for consideration on the floor of the U.S. House of Representatives at any time within the next few weeks.

The proposed amendment applicable to the meat packing industry would make it plain that the exemption now in the law is intended to cover all of the employes at a packing plant conducting slaughtering operations and not just those engaged in slaughtering, bleeding, removing head, hide, hair, entrails and dirt, and operations performed upon warm fancy meats before they are placed in coolers. The above restricted interpretation is that of the Administrator of the Wage and Hour Division of the U.S. Department of Labor.

The Barden bill provision applicable to the meat packing industry is as follows:

"In the case of an employer engaged in the grading, loading, slaughtering, or dressing of livestock, or preparing products therefrom at the packing plant, or in handling or transportation in connection with or incidental to such operations . . . . , the provisions of subsection (a), during a period or periods of not more than sixteen workweeks in the aggregate in any calendar year, shall not apply to his employes in any place of employment where he is so engaged."

Livestock and other farm organizations have requested the immediate amendment of the wage and hour law to broaden the exemptions applicable to agricultural products, and are supporting the above amendment clarifying the scope of the meat industry's exemption.

# MEAT INSPECTED IN FEBRUARY

Meat and meat food products prepared under federal inspection during February, 1940:

	Feb., 1940, lbs.
Meat placed in cure: Beef	
Smoked and/or dried meat: Beef Pork	123,185,000
Bacon, sliced	.21,756,000
Sausage: Fresh finished Smoked and/or cooked Dried or semi-dried	.39,494,000
Meat loaves, head-cheese, chili con carne jellied products, etc	
Cooked meat: BeefPork	
Canned meat and meat products:  Beef Pork Sausage Soup All other	3,293,000 22,292,000
Lard: Rendered	
Oleo stock	6,724,000
Edible tallow	4,445,000
Compound containing animal fat	11.337,000
Oleomargarine containing animal fat	3,573,000
Miscellaneous	1,224,000

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John Morrell & Co. (4) Geo. A. Hormel (3) H. J. Heinz & Co. (6) Cudahy Packing Co. (2) Kroger Grocery & Baking Herman Falter Pkg. Co. Hershey Chocolate Co. P. J. Rathjens & Sons Cudahy Brothers Co. Krey Packing Co. Kingan & Company Batchelder & Snyder Co. **Birds Eye Frosted Foods** Henry Fischer Pkg. Co. Apache Packing Co. Swift & Company Armour & Company Wilson & Company Parke-Davis, Inc.

ONE ROTO-CUT WILL PROC-**ESS YOUR COMPLETE LINE OF** 

You can make finer product at lower cost with a ROTO-CUT. Get the facts



# NOW MADE IN 3 SIZES 100-200-400-Ib. CAPACITY

The new ROTO-CUT fits any processing method . . . cuts fine emulsions or coarse products as desired in one operation! Makes every variety of sausage with large savings!

THE GLOBE COMPANY SAUSAGE & CANNED MEATS Packing House of Factory Equipment CHICAGO, ILLINOIS

### PROTEST MARGARINE TAXES

Multiple state restrictions and taxes on the sale of margarine are a major interstate trade barrier and work a hardship on large consumer and producer groups, John Moloney, National Cottonseed Products Association, and C. H. Janssen, president of the National Association of Margarine Manufacturers, asserted on March 19 before the public hearing on interstate trade barriers staged by the Temporary National Economic Committee at Washington,

Removal of all restrictions on margarine would open a potential market for 300 to 400 million lbs. of cotton oil annually, Mr. Maloney contended, much of which is now forced into shortening, salad oil and other outlets. Mr. Janssen told the committee that there was "no basis in our fundamental law, in reason or in common sense, on which we can justify any legislative act that would close commerce to one product of agriculture to benefit another."

The state of Mississippi recently passed a bill removing its \$100 wholesale and \$10 retail license on the sale of margarine. The exemption is effective only if the product is made from American farm products.

### U. K. EXTENDS LICENSING

The British government this week issued an order prohibiting, except under license, imports of all foodstuffs not already subject to license. Importation of meats and fats and oils was restricted by a licensing order some time ago. This latest move by the U. K. government will affect the meat industry chiefly through its regulation of the trade in casings, which are considered foodstuffs. The order applies to goods "which are dispatched from place of origin after midnight March 20 and which arrive in the United Kingdom after March 27."

Exports of casings from the United States to Great Britain in 1939 and 1938 were:

	1939 Ibs.	1938 lbs.
Hog	casings	4,565,364
Beef	casings 271,207	877,060
To	tal5,422,617	4,942,444

### FSCC FAT BACK AWARDS

In its purchasing last week, the Federal Surplus Commodities Corp. bought a total of 1,410,000 lbs. of fat backs from the following packers:

Armour and Company, Chicago; P. Brennan Co., Chicago; Crocker Packing Co., Joplin, Mo.; Cudahy Packing Co., Chicago; John J. Felin & Co., Inc., Philadelphia; Frye & Co., Seattle; Home Packing & Ice Co., Terre Haute; Hull & Dillon Packing Co., Pittsburg, Kans.; Hygrade Food Products Corp., Detroit; Ohio Provision Co., Cleveland; Pitts-burgh Provision & Packing Co., Pittsburgh; Wilmington Provision Co., Wilmington; Wilson & Co., Inc., Chicago.

# California Meat Inspection Work Expanded During 1939

TIGH points in the progress of California's meat packing industry during 1939 included a 232,-000 head increase in the number of animals slaughtered, expansion in the

amount of meat products prepared in the state, and an increase in the number of establishments operating under state and state approved inspection. These are among the facts brought out in the annual report of Dr. A. G. Boyd, assistant administrator of the division of animal industry of the Cali-

A. G. BOYD

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fornia State Department of Agriculture.

At the close of the year, according to the report, 436 establishments were operating under state or state approved meat inspection, an increase of six over 1938. Inspection was conducted in 115 cities, located in 36 counties, and was performed by 154 state inspectors. The 1940 census is expected to bring additional counties under state inspection, which is mandatory in counties of more than 27,000 population.

Total number of animals slaughtered in the state during 1939 under federal, state and state approved inspection numbered 5,790,886, apportioned as follows: Federal inspection, 1,682,244; state inspection, 3,444,713, and state approved inspection, 663,929.

# **More Meat Products Made**

During the year, 85,828,052 lbs. of meat products were manufactured under state inspection and 100,358,385 lbs. under approved inspection. The com-bined increase in output of meat products over 1938 amounted to approximately 23,000,000 lbs. A total of 7,954,000 lbs. of fresh and processed meat was condemned in establishments under state and state approved inspec-

"Continued progress has been made in sanitary facilities to handle meat and products," notes the report. "During products," notes the report. "During the year it has been possible to assign a supervising inspector to devote his full time to major improvements in meat plants. This service has proved of real value to the meat industry and has assisted materially in unifying construc-

A special publication, "Some Sanitary Aspects of Meat Plant Construction, was brought out in 1939. In connection with sanitation, the report said that many of the state's newer plants were incorporating the latest and most durable materials and equipment to simplify maintenance and reduce costs.

According to the report, 2,205 samples of meat, meat products and miscel-laneous materials (oils and fats, cereals, curing materials, etc.) were examined during the year by the meat inspection laboratory. Additional work was conducted on the determination of dry skim milk in meat products. The laboratory has adopted a colorimetric method for determination of lactose. Of 1,435 labels for meat and meat products submitted for examination, 1,275 were approved and 160 disapproved.

Numerous visits were made by supervising inspectors to all slaughtering establishments in counties where mandatory inspection is not required by law. These visits, the report states, have resulted in great improvement in the sanitary condition of uninspected plants. The department's film on meat inspection, "From Range to Range," was shown and discussed with service clubs, women's organizations and other groups, and arrangements are being made for a revised edition in color.

# **GENERAL FOODS NET CLIMBS**

Net sales of General Foods Corp. in 1939 totaled \$145,615,242, an increase of 8 per cent over 1938 figures, according to the annual financial statement of the company, released jointly on March 15 by Chairman Colby M. Chester, chairman, and Clarence Francis, president. Case sales gained 8.3 per cent.

"Both larger domestic and foreign sales contributed to General Foods' higher 1939 net profits," commented the report, "which were \$15,118,063, or \$2.75 a common share, against \$13,577,-075, or \$2.50 a common share in 1938. ... Our export business, while not substantial in comparison with our total business, is increasing," stated Messrs. Chester and Francis. "It showed more than the normal rate of growth in 1939."

# **CUBA IMPORTS MORE LARD**

Imports of American hog lard into Cuba showed a marked upward trend during January, totaling 5,069,544 lbs. against 2,943,988 lbs. in December, 1939, and 4,910,398 lbs. in January 1939. The substantial increase in imports of this item during January of this year was due to a number of factors, including reduction of stocks on hand, seasonal increase in demand brought about by the beginning of sugar grinding operations, and lowered prices.



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# for the Meat Industry

are sold by THE NATIONAL PROVISIONER. Consider the books listed below. Each is filled from cover to cover with suggestions and practical ways of overcoming difficulties. The alert operating man will quickly realize that the money-making, clear-cut, sound ideas in these books combine to make them an excellent investment.

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PORK	PACKING, The Packer's Encyclopedia, Part II. A manual
	of valuable operating data for the pork-plant man, including 100 pages of actual tests. Sections on market classes and grades of hogs, hog buying, killing, cutting, trimming, chilling, curing and smoking, lard refining, inedible by-products, etc. Price \$6.25. With flexible leather cover, \$7.25.

SAUSAGE	AND MEAT SPECIALTIES, The Packer's Encyclopedia,
	Part III. This is the book the industry has needed—a thorough, modern book on sausage manufacture, giving
	complete manufacturing and operating recommendations
	and including hundreds of formulas for sausage and meat specialties. Price \$5.00.

MEAT	RETAILING — Dealing with the general problems of the
	retail meat dealer. Includes store location, layout and fixtures, meat buying and cutting, establishment of selling prices, salesmanship, advertising and wages. Many meat pricing tables and charts are featured in the book. Price \$7.25.

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importar way ho	oney-making suggestions make this volume an nt one to own. It explains in an understandable w every kind of meat should be bought, cut, displayed and sold at a profit. Price \$7.50.

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NUCHAR is being used increasingly in the refining kettle in place of fullers earth. Only about a quarter as much NUCHAR is necessary to produce a sparkling white lard that is sweet and odorless. The particular advantage of NUCHAR is that it does away with that characteristic flat fullers earth flavor and serves to stabilize the lard.

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# **ADELMANN HAM BOILERS**

The favorite of ham makers everywhere!

It's the ADELMANN results-in-operation that keep ham makers from coast to coast "sold" on Adelmann Ham Boilers. They're simple to operate, easy to handle, of rugged construction, designed for long service. Elliptical springs close aitch-bone cavity firmly, the non-tilting, self-sealing cover retains ham juices, shrinkage and operating time are greatly reduced. Made of Cast Aluminum, Tinned Steel,

Monel Metal, and Nirosta (Stainless) Steel, the most complete line available. It will pay you to investigate the Adelmann ham boiler—"The Kind Your Ham Makers Prefer!" Write!

# HAM BOILER CORPORATION

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European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., 189' Church St., Toronto

# **Beef Sales Pointers**

(Continued from page 17.)

meat operator what a swell combination beef tongue and horse-radish made, and how they could be suggested to housewives looking for new menu suggestions. Naturally, the next step was to get the retailer to display the two items side by side."

"How did it work out?" Bill was already visualizing how he might adapt this type of approach to some of his own heef customers.

"Results were actually surprising. The meat men were interested, for most of them had never seen beef tongue packed that way before and it had never occurred to them how they might introduce this profitable meat specialty to their trade and boost their horse-radish sales at the same time. The first day out, one salesman sold 73 pieces of smoked beef tongue and the other salesman sold 68. Since then, both of them have had a good repeat business on the tongues."

"That's a mighty good example of what can be done with a little clear thinking," said Bill. "One good stunt like that always calls for another, too."

"Sure it does. This same packer did a lot of educational work with his customers, acquainting them better with the various cuts of beef by enlisting the help of the home economics department of the local gas company. Recipe leaflets were supplied by the utility company

and the packer had them imprinted, distributing the leaflets to beef customers wherever housewives could obtain and read them.

"Beef charts were used too, and every salesman was assigned a definite quota on beef cuts other than loins and ribs. The entire company personnel cooperated in an effort to build beef sales in the domestic market, correctly balancing the hotel demand for choicer cuts. And it worked!"

"Thanks a million for your help, Fred!" said Bill, rising and reaching for his hat. "You've given me an entirely new slant on this beef situation. I'm going out there tomorrow and knock 'em dead!"

#### WORKERS' EARNINGS DOWN

Weekly pay envelopes were a little smaller in January for the first time since last July, as a result of the decline in industrial activity, according to the monthly survey of wages, hours, and the cost of living of wage earners in twenty-five major industries released by the division of industrial economics of the Conference Board. The decline amounted to 1.4 per cent, and was due specifically to a lessening of average hourly earnings and a reduction in the number of hours worked. There was, however, an increase of 8.1 per cent over January of 1939.

# SALESMAN'S COOPERATION

The wisdom of using personal incentives in order to help salesmen operate to maximum efficiency is not confined to meat packing, but extends to every field in which selling plays a major part, as shown by the experience of an organization operating in another field.

This company had brought out a beautiful sales manual that instantly aroused the interest of prospects. But the principal problem was to get the salesmen to use it. After ballyhooing the manual through house organs, sales meetings and other avenues, the company found that only a few of the men were using it.

All through the campaign, the battle cry had been, "Let's double sales!" Examining this closely, company officials realized that this appeal did not strike responsive chord in the salesmen. It gave no indication of their personal stake in the campaign. A new approach was developed, showing what each salesman could get out of the drive by making use of the new presentation, and how others had successfully used it.

Within two months, thousands of the booklets were put out by salesmen and the company's sales increased more than 40 per cent. The personal appeal which showed the salesman what his gain would be had been the missing factor in the campaign plan.

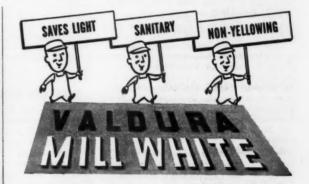
# OPPORTUNITY FOR HAM PACKERS

Tender, mild, juicy hams have won a favored spot on the American menu. The huge demand continues to grow. It's easy to sell hams . . . if you give the public what they want. And it's easy to do exactly that with the NEVERFAIL 3-Day Ham Cure. Write for a demonstration in your own plant.









# VALDURA Paint Products

Enamels Wall Paints **Aluminum Paints Roof Coatings** Varnishes

FREE: Send for sample, literature and name of local dealer. Packers! Here's a snowy Mill White that helps increase light, prevent accidents and step up production. Check its features:

- Excellent light reflection
- It's washable, non-yellowing
- Greater hiding and coverage
- · Long lasting and sanitary.

An extraordinary white paint at an ordinary cost. Available in flat, eggshell or gloss.

THE CHOICE OF LEADING PACKERS

# VALDURA PAINT PRODUCTS



AMERICAN ASPHALT PAINT CO., 43 E. OHIO ST., CHICAGO, ILI

TALDURA

# LIVESTOCK MARKETS ....

# Runs of Fall Pigs to **Begin in Near Future**

SEASONAL increase in hog marketings probably will get under way during the next month or so as marketings of fall pigs begin in large volume, according to the U.S. Agricultural Marketing Service. The movement of fall pigs may be somewhat earlier this year than usual because of the unfavorable corn-hog ratio.

Since a major part of the hogs on farms on January 1 will be marketed by the end of the summer, slaughter supplies of hogs are expected to continue materially larger than a year earlier through September.

In January and February, the number and proportion of sows in receipts at leading markets were larger than a year earlier. This indicates that a larger than usual proportion of sows bred for spring farrow have been marketed this winter and that the 1940 spring pig crop will be somewhat smaller than the 1939 spring crop. It is likely that the 1940 fall pig crop also will be somewhat smaller than the 1939 crop, and that total 1940-41 marketings will be smaller than in 1939-40.

# **Cattle Increase Continues**

The upward trend in cattle numbers, which began in 1938, probably will continue for a few more years, barring the recurrence of severe droughts. The total number of cattle and calves on farms and ranches on January 1, 1940 amounted to about 68.8 million head, 3 per cent more than a year earlier. Present level of cattle numbers could be maintained even if total slaughter of cattle and calves in 1940 should be substantially larger than in 1939. Little or no increase in slaughter in 1940 now seems probable.

The early spring lamb crop in the

principal producing states is expected to be about as large this year as last. But the number of early lambs for slaughter before July 1 probably will be considerably larger than a year earlier. Marketings of fed lambs are expected to decrease seasonally during the remainder of the fed lamb marketing season (through April). Total slaughter supplies of sheep and lambs probably will be considerably larger in May and June than in those months last year. In addition to larger marketings of early lambs, shipments of grass-fat yearlings from Texas are expected to be larger than a year earlier.

## STOCKERS IN CORN BELT

Movement of stocker and feeder cattle into seven Corn Belt feeding states is running far behind a year ago, but the movement of feeder sheep is showing a substantial gain over a year ago, according to a report by the Department of Agriculture.

Combined direct and stock yards shipments of cattle into Ohio, Indiana, Michigan, Wisconsin, Minnesota, Iowa and Nebraska totaled 126,305 head for January and February compared with 181,773 in the like period last year. Shipments of sheep and lambs into these states during January and February totaled 188,908 head compared with 157,680 head last year.

# SMALLER CORN CROP SEEN

Corn acreage in the United States in 1940 may be the smallest in many years, or only 87,770,000 acres, according to a report issued by the U.S. Department of Agriculture. The decrease in the crop may bring higher feed prices in 1940-41. Last year's planted area was 91,501,000 acres and the 1929-38 average was 101,758,000 acres.

## TOTAL AND TRUCK RECEIPTS

Total February receipts of livestock at 67 markets compared with the trucked-in receipts, and percentages.

	(000 or		
	Total	Trucked-in	Pct. Trucked
1940	871	625	71.7
1939	869	583	67.2
1938	892	566	63.4
1937	899	546	60.7
1936	981	591	60.2
	CAL	VES	
1940	376	251	66.6
1939	424	260	61.3
1938	419	262	62.6
1937	444	287	64.5
1936	434	260	59.9
	HO	ogs	
1940		1,934	66.2
1939		1,334	67.6
1938	1,962	1,297	66.1
1937	2,084	1,327	63.7
1936		1.149	63.3
	SH	EEP	
1940		382	26.8
1939		385	24.9
1938	1,713	404	23.5
1937	1,591	387	24.3
1936	1,632	359	22.0

#### PRODUCERS ASK PROTECTION

Kansas Live Stock Association, closing its twenty-seventh annual convention at Wichita on March 9, adopted resolutions which recognized the continued threat of importations of competitive products and asked for tax relief and equalization for the industry. "In view of the large volume of imports of livestock, livestock products, fats, oils and other commodities competing with our industry," one of the resolu-tions read, "be it resolved that adequate tariff protection be accorded our domestic products, also that Congress continue its vigilant guard against importation of livestock or its products from Argentina and other countries infected with disease. We also urge Senate ratification of trade treaties by two-thirds majority."



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#### CORN BELT DIRECT TRADING

(Reported by U. S. Department of Agriculture, Agricultural Marketing Service.)

Des Moines, Ia., March 21, 1940.—At 16 cencentration points and 10 packing plants in Iowa and Minnesota prices for week to date were slightly uneven but generally steady to 10c higher than last week's close. Undertone was moderately active to slow all week.

Current prices, good to choice, 180-220-lb., \$4.90@5.15, most plant bids \$5.00@5.10 and generally \$4.90@5.05; 220-240-lb., \$4.80@5.05; 240-270-lb., \$4.65@4.90; 270-300-lb., \$4.45@4.70; 300-330-lb., \$4.35@4.60; 330-360-lb., \$4.15@4.50; better grade 160-180-lb., \$4.35@5.05; sows, 330-lb. down, \$3.95@4.20 but mostly \$4.05 up at plants; 330-400-lb., \$3.80@4.05; 400-500-lb., \$3.60@4.00

Receipts at Corn Belt markets for week ended March 21:

	This week.	Last week.
Friday, Mar. 15	41,300	29,700
Saturday, Mar. 16	28,790	28,400
Monday, Mar. 18	35,000	45,900
Tuesday, Mar. 19	16,000	22,600
Wednesday, Mar. 20	28,500	19,500
Thursday Mar 21	40.700	42 400

## **NEW YORK LIVESTOCK**

	March	19,	19	10				
							0	8.35
common							5.75@	6.00
mond a	nd che	nice.				21	1 00@1	3 00
								0.00
bee beer	ahalaa	. 00	0 11					E E0
284 200 lb	CHOICE	, 20	0-10	2			4 500	5.00
201-000-10	400 11						2.000	4.00
s sows,	120-10				0 0	0.0	· ·	2.00
5-lb						3	@	10.50
							5.00@	
֡֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜֜	medium rutter an canner good common , good a , common , common good and 254-309-lh g sows,	common medium vuter and com canner cood common de common de common and common and collection collec	common medium	common medium	common medium	common medium canner good common and medium common common common common and choice, common and medium colls colls colls common common colls c	common sedum vutter and common canner good common sedum sedum vutter and common canner good common sedum sed	common

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1940

Receipts of salable livestock at Jersey City public market, week of Mar. 15:

Cattle Calves Hogs\* Sheep Salable receipts.....1,962 222 324 7
Total, with directs...6,515 8,705 23,831 28,355
Previous week:

Salable receipts....1,667 334 284 25
Total, with directs.6,595 8,916 28,112 26,406
\*Including hogs at 41st street.

# LIVESTOCK AT 67 MARKETS

February receipts, local kill, shipments, as reported by U. S. Agricultural Marketing Service:

CATTLE		
Receipts	Local slaughter	Ship- ments
February, 1940 870,814 February, 1939 869,169 February 5-yr. av 917,927	566,795 540,215 581,582	302,682 332,012 329,674
CALVES		
February, 1940 376,413 February, 1939 424,466 February 5-yr. av 431,191	242,823 266,032 296,253	130,309 164,517 136,452
ROGS		
February, 19402,921,737 February, 19391,970,568 February 5-yr. av1,931,313	2,073,779 1,397,864 1,319,448	841,455 566,552 609,420
SHEEP AND LA	MBS	
Pebruary, 19401,424,428 Pebruary, 19391,545,545 Pebruary 5-yr. av1,600,702	862,505 952,745 949,241	559,484 594,535 654,375

#### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western Markets, Thursday, March 21, 1940, as reported by U. S. Department of Agriculture, Agricultural Marketing Service:

Hogs (soft & oily not quoted). CH BARROWS AND GILTS: Good-choice:	IICAGO	NAT	. STK.	YDS.	OMAHA	KANS, CITY	ST. PAUL
120-140 lbs. \$ 140-160 lbs. \$ 140-160 lbs. \$ 180-200 lbs. \$ 200-220 lbs. \$ 220-240 lbs. \$ 240-270 lbs. \$ 270-300 lbs. \$ 300-330 lbs. \$ 300-360 lbs. \$ Medium:	3,85@ 4.10@ 4.85@ 5.20@ 5.25@ 5.25@ 5.15@ 4.90@ 4.80@	4.35 \$ 5.00 5.40 5.50 5.55 5.55 5.50 5.30 5.20 5.00	3.85@ 4.35@ 4.85@ 5.20@ 5.20@ 5.10@ 4.85@ 4.75@ 4.70@ 4.65@		\$ 4.25@ 4.85 4.65@ 5.10 5.00@ 5.15 5.00@ 5.15 5.00@ 5.15 4.75@ 5.00 4.50@ 4.80 4.50@ 4.70 4.40@ 4.60	\$ 4.35@ 5.00 4.65@ 5.15 5.05@ 5.20 5.05@ 5.20 5.00@ 5.20 4.80@ 5.15 4.65@ 4.75 4.50@ 4.65	8.75@ 4.25 4.00@ 4.75 4.50@ 5.20 5.15@ 5.20 4.90@ 5.15 4.60@ 4.90 4.60@ 4.70 4.45@ 4.60 4.45@ 4.55
160-220 lbs	4.50@	5.25	4.40@	5.15	4.25@ 5.00	4.40@ 5.10	4.35@ 5.00
SOWS: Good and choice:							
270-300 lbs. 300-330 lbs. 330-360 lbs. Good:	4.65@ 4.60@ 4.50@	4.85 4.75 4.65	4.55@ 4.55@ 4.50@	4.70 4.65 4.65	4.25@ 4.35 4.25@ 4.35 4.15@ 4.35	4.25@ 4.35 4.25@ 4.35 4.20@ 4.30	4.10@ 4.15 4.10@ 4.15 4.10@ 4.15
360-400 lbs	4.45@ 4.35@ 4.25@	4.60 4.55 4.45	4.35@ 4.25@ 4.20@	$\frac{4.60}{4.50}$ $\frac{4.50}{4.85}$	4.15@ 4.25 4.10@ 4.15 4.10@ 4.15	4.10@ 4.25 4.05@ 4.20 4.00@ 4.15	4.10@ 4.15 4.10@ 4.15 4.10@ 4.15
Medium: 250-500 lbs	3.85@	4.35	3.75@	4.30	3.60@ 4.10	3.75@ 4.25	3.75@ 4.00
PIGS (Slaughter): Med. & good, 90-120 lbs	8.25@	4.00	3.25@	3.95			3.25@ 4.00
Slaughter Cattle, Vealers and Calves:					***************************************		
STEERS, choice: 750- 900 lbs. 900-1100 lbs. 1100-1300 lbs. 1300-1500 lbs.	11.50@1 11.50@1 11.25@1 11.25@1	12.75 12.75 12.75 12.75	10.50@ 10.50@ 10.50@ 10.25@	11.50 11.50 11.50 11.50	10.50@11.50 10.50@11.50 10.25@11.50 10.00@11.50	10.25@11.50 10.25@11.50 10.25@11.50 10.00@11.25	9.75@10.75 10.00@11.00 9.75@10.75 9.50@10.50
STEERS, good:							
750- 900 lbs. 900-1100 lbs. 1100-1300 lbs. 1300-1500 lbs.	9.25@1 9.25@1 9.25@1 9.25@1	11 50	8,75@ 8,75@ 8,50@ 8,50@	$10.50 \\ 10.50$	9.25@10.50 9.00@10.50 8.75@10.25 8.50@10.00	8.75@10.25 8.75@10.25 8.75@10.25 8.75@10.00	8.75@10.00 8.75@10.00 8.75@10.00 8.50@ 9.75
STEERS, medium:	7.50@	9.25	7.75@	8.75	7.75@ 8.75	7 7500 8 75	7 2560 8 75
750-1100 lbs	7.75@	9.25	7.75@	8.75	7.75@ 8.75	7.75@ 8.75 7.75@ 8.75	7.25@ 8.75 7.50@ 8.75
STEERS, common: 750-1100 lbs	6.75@	7.75	6.75@	7.75	6.50@ 7.75	6.75@ 7.75	6.50@ 7.50
Choice, 500-750 lbs	D: 11.00@1 9.00@	12.00 11.00	9.50@ 8.50@	10.50	9.50@10.50 8.50@ 9.50	9.25@10.50 8.25@ 9.50	9.25@10.25 8.25@ 9.75
HRIFERS:							
Choice, 750-900 lbs	9.00@ 7.75@ 6.50@	11.00 10.00 9.25 7.75	9.25@ 8.25@ 7.25@ 6.25@	9.50 9.50 8.50 7.25	9.25@10.25 8.25@ 9.25 7.25@ 8.25 6.00@ 7.25	9.00@10.00 8.00@ 9.25 7.25@ 8.25 6.25@ 7.25	9.25@ 9.75 8.25@ 9.25 7.00@ 8.25 6.00@ 7.00
COWS, all weights:	7 000	7 75	6 50@	7.00	6.50@ 7.00	6 KO 7 00	4 25 6 7 00
Cutter and common	5.25@ 4.25@	7.00 6.25 5.25	6.50@ 5.75@ 4.75@ 4.00@	6.50 5.75 4.75	5.50@ 4.50 4.50@ 5.50 4.00@ 4.50	6.50@ 7.00 5.75@ 6.50 4.50@ 5.75 3.50@ 4.50	6.25@ 7.00 5.75@ 6.25 4.50@ 5.75 3.75@ 4.50
BULLS (Ylgs. Excl.), all weight Beef, good	6.85@	6.75	6.85	6.75	8.50@ 7.00	6.35@ 6.75	6.40@ 6.65
Beef, good. Sausage, good. Sausage, medium. Sausage, cutter & com	6.25@ 5.75@	6.60 6.25	6,00@ 5.50@	6.25	6.35@ 6.60 6.00@ 6.35 5.25@ 6.00	6.35@ 6.75 6.25@ 6.50 5.50@ 6.25 5.00@ 5.50	6.25@ 6.50 5.75@ 6.25 4.75@ 5.75
VEALERS, all weights: Good and choice Common and medium Cull	9,50@ 6,50@ 5,00 <b>@</b>	11.00 9.50 6.50	9.50@ 7.25@ 5.00@	10.75 9.50 7.25	9.00@11.00 7.50@ 9.00 5.00@ 7.50	8.00@10.00 6.00@ 8.00 5.50@ 6.00	8,50@10,50 5,50@ 8,50 4,00@ 5,50
CALVES, 400 lbs. down: Good and choice Common and medium Cull	7.00@ 6.00@ 5.00@	8.00 7.00 6.00	7.75@ 6.25@ 5.00@	9.25 7.75 6.25	7,50@ 9,60 6,00@ 7,50 5,00@ 6,00	7.25@ 8.50 6.00@ 7.25 5.00@ 6.00	8.50@10.00 6.00@ 8.50 5.00@ 6.00
Slaughter Lambs and Sheep:1						5.00	
LAMBS:							
Choice (closely sorted) *Good and choice *Medium and good Common	7.00@	10.15 9.75 8.85	9.65€ 8.75€ 7.00€	9.50 8.60	9.90@10.00 9.40@ 9.70 7.75@ 9.40	9.90@10.10 8.75@ 9.75 7.50@ 8.50	9.75@10.00 8.75@ 9.50 7.00@ 8.50
YEARLING WETHERS (shorn): Good and choice	8,40@ 7.50@	9.00			*********		
EWES (shorn):  Good and choice Common and medium	4.75@	5.75	4.25€	5.25 4.25	4.25@ 5.66	4.50@ 5.50	5.00@ 5.90 3.25@ 5.00
10							

<sup>1</sup>Quotations based on animals of current seasonal market weights and wool growth.

\*Quotations on slaughter lambs of good and choice and of medium and good grades, as combined, represent lots averaging within the top half of good and the top half of medium grades, respectively.

# CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first three days this week were 15,249 cattle, 2,899 calves, 31,678 hogs and 19,632 sheep.

#### PACIFIC COAST LIVESTOCK

Receipts for 5 days ended Mar. 16:

	Cattle	Calves	Hogs	Sheep
Los Angeles	4,239	949	2,454	1,229
San Francisco		35	1,950	2,400
Portland	2,235	250	3,850	2,345

# PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 16, 1940, as reported to The National Provisioner:

#### CHICAGO

Armour and Company, 4.615 hogs; Swift & Company, 6.413 hogs; Wilson & Co., 7.199 hogs; Western Packing Co., 16., 2,276 hogs; Agar Packing Co., 6,046 hogs; shippers, 7,148 hogs; others, 32,987 hogs.

Total: 32,544 cattle; 3,892 calves; 66,684 hogs; 52,718 shapes

#### KANSAS CITY

Cattle	Calves	Hogs	Sheep
Armour and Company, 2,280	745	8,304	6,030
Cudahy Pkg. Co 1,651	552	1,592	4,565
Swift & Company 1,290		2,247	4,154
Wilson & Co 1,250	3 447	1.696	2,901
Indep. Pkg. Co		400	
Kornblum Pkg. Co 736 Others 2,068		8,573	6,067
Total 9,286	2,568	12,812	28,717

#### OWAWA

	Cattle and Calves	Hogs	Sheep
Armour and Company	4,074	9,500	3,487
Cudahy Pkg. Co	3.391	6,492	5,732
Swift & Company	3.047	5,566	4,729
Wilson & Co		4,688	2,552
Others		9,968	
Coaste and salmen	Mante Wes	C- 0.	Canadas

Cattle and calves: Eagle Pkg. Co., 9; Greater Omaha Pkg. Co., 84; Geo. Hoffmann, 46; Lewis Pkg. Co., 564; Nebraska Beef Co., 501; Omaha Pkg. Co., 185; John Roth, 149; South Omaha Pkg. Co., 222; Lincoln Pkg. Co., 187.

Total: 13,798 cattle and calves; 46,182 hogs; 16,500 sheep.

#### EAST ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour and Company.		1,377	9,458	2,455
Swift & Company	2,303	1,195	7,330	2,233
Hunter Pkg. Co	1,267	114	4,088	501
Heil Pkg. Co			2,537	
Krey Pkg. Co	****		3,230	
Laclede Pkg. Co			3,207	
Sieloff Pkg. Co			1,288	
Shippers	2,464	2,292	20,806	
Others	2,888	146	3,712	350
Total	11,316	5,124	55,656	5,539
Not including 1,107 hogs, and 663 sheep be			calves,	37,086

#### ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift & Company Armour and Company. Others		457 457 2	9,563 8,321 1,276	11,708 7,260 4,505
Total	4,192	5,108	19,160	23,473

#### Not including 500 hogs bought direct.

#### SIOUX CITY

Cattle	Calves	Hogs	Sheep
Cudaby Pkg. Co	62 24 89 87	11,008 11,340 6,273 9,093	3,421 1,758 2,242 463
Others 235	17	170	- 2
Total 8,816	179	37,884	7,886

	HOMA Cattle	CITY	Hogs	Sheer
Armour and Company. Wilson & Co Others	1,148	389 466 31	2,119 2,090 1,802	1,42 1,89
Total		896 nd 1,30	6,011 8 hogs	2,82 bough

#### DENVER

	Cattle	Calves	Hogs	Sheep
Armour and Company. Swift & Company Cudahy Pkg. Co Others	573 742	122 118 50 218	1,610 2,072 1,434 1,731	5,344 7,887 1,451 10,061
Total	3,494	503	6,847	24,743

## FT. WORTH

	Cattle	Calves	Hogs	Sheep
Armour and Company. Swift & Company	1,288	713 501	3,437 2,278	4,997
Blue Bonnet Pkg. Co. City Pkg. Co	168 183	58 14	1.340	2
Rosenthal Pkg. Co	75	8	131	
Total	3,571	1,289	8,096	9.065

#### ST. PAUL

Cattle	Calves	Hogs	Sheep
Armour and Company. 2,519	2,055	23,693	3,002
Swift & Company 4,982	2,854	31,664	4,756
Rifkin Pkg. Co 585	36		
United Pkg. Co 1,964	178		****
Cudaby Pkg. Co 792 Others 2.283	1.103		
Others 2,285	2,195	****	****
Total13,125	8,421	55,357	7,758

Cattle Calves Hogs Sheep

Cudahy Pkg. Co Dold Pkg. Co	727 443	647 45	2,277	3,419
Wichita D. B. Co		****	****	****
Dunn-Ostertag Fred W. Dold	100	****	227 595	2
Sunflower Pkg. Co Pioneer Cattle Co	34	****	367	
Interstate Pkg. Co	180	****	****	
Keefe Pkg. Co	66	****		****
Total		692	4,510	3,434
Not including 76 edirect.	attle s	ind 2,96	8 hogs	bought

INDI	ANAP	OLIB		
	Cattle	Calves	Hogs	Sheep
Kingan & Co		481	18,251	1,620
Armour and Company.	996	186	2,211	
Hilgemeier Bros	10		1,200	
Stumpf Bros			146	****
Meier Pkg. Co	75	4	278	
Stark & Wetzel	193	32	450	
Wabnits and Deters	45	63	298	14
Maass Hartman Co		37		
Shippers		1.648	20,615	2.888
Others	787	108	262	85
Total	5,943	2,559	43,706	4,607
CIN	CINN	TTA		

CIN	CINNA	ATI		
	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons E. Kahn's Sons Co Lohrey Packing Co H. H. Meyer Pkg. Co. J. Schlachter's Sons J. & F. Schroth P. Co. J. F. Stegner Co Shippers	768 4 13 122 19 350 200	9 454 176 302 35	7,865 231 3,955 3,230 3,178	213
Others	1,275	750	828	193

Total ...... 2,751 1,726 19,287 1,092 Not including 993 cattle, 83 calves, 3,132 hogs and 411 sheep bought direct.

#### RECAPITULATION+

#### CATTLE

	Week ended Mar. 16	Prev. week	Cor. week, 1939
Chicago		32,344	30,186
Kansas City	. 9,286	9,125	11,571
Omaha*	. 13,798	13,099	15,809
East St. Louis	. 11,316	10,785	10.522
St. Joseph	4,192	3,627	4,192
Sioux City	. 8,816	9,216	9,501
Oklahoma City	. 2,510	2,502	3,510
Wichita		1,358	2,090
Denver	. 3,494	3,772	4.042
St. Paul	. 13,125	13,157	12,677
Milwaukee	. 3,278	4.000	4,301
Indianapolis		5,269	5,998
Cincinnati	. 2,751	2,492	2,325
Ft. Worth	. 3,571	4,017	4,068
Total	.116,216	114,763	120,792
H	068		

# 

St. Pau	1	 	 			55,357	48,537	25,279
Milwaul	tee .	 	 			10,528	11.522	8,419
Indiana	polis	 	 			43,706	38,529	33,899
Cincinna	iti .	 	 			19,287	19,403	18.646
Ft. Wo	rth	 	 	9 9		8,096	8,905	7,470
Total		 	 			892,715	333,532	256,355
			1	B E	Œ	EP		
Chicago							44,318	87,687
Kansas	City	 	 	0.0	0.0	23,717	18,424	20.736

Omaha							18,041	21,871
East St. Loui	B			 		5,589	5,399	5,905
St. Joseph				 		23,478	19,437	24,554
Sioux City		 		 		7,886	11.031	10.320
Oklahoma Cit;	y	 	i	 		2,821	957	1,504
Wichita				 		3,434	3,980	4.788
Denver							28,202	33.074
St. Paul						7,758	8,723	13,219
Milwaukee						1.091	1.079	1.280
Indianapolis				 		4,607	4,593	4.203
Cincinnati						1.726	1.665	583
Ft. Worth			i			9,065	6,762	5,221

\*Cattle and calves †Not including directs

# CANNED BEEF IMPORTS

Imports of canned beef into the United States during January, 1940:

																						Lbs.	
Argentina																							
Brazil																*			*		.1,	544,8	85
Paraguay			*							٠	٠											322,6	86
Uruguay .																							
Japan				٠	٠	٠	۰		٠				٠					٠				3	15
Australia																							92
Total																							
Value .			0, 1		•												 					948,8	90.

# CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock ards for current and comparative periods.

# \*RECEIPTS

Currie	CONTACE	TIORE	одеер
Mon., March 1114,584	892	27,016	16,768
Tues., March 12 5.244	2,100	19,318	9,586
Wed., March 1810,833	868	14,276	6,287
Thurs., March 14 4,174	1.305	21,437	8,492
Fri., March 15 847	374	17.819	14.348
Sat., March 16 200		4,300	1,000
Total this week 35,686	5,540	104,166	56,466
Prev. week34,575	4.326	100.582	49,800
Year ago33,324	6.417	70,000	88,519
Two years ago37,973	6,927	66,244	56,575
SHIPMEN	IT8		
Cattle	Calves	Hogs	Sheep
Mon., March 11 3,236	38	1,151	4,929

Tues., March 12 1,619	6	1,076	1.764
Wed., March 13 3,597	7	980	768
Thurs., March 14 1,268	1	1.554	4,231
Fri., March 15 353	18	1,012	4,684
Sat., March 16			500
Total this week 10,073	70	5,778	16,876
Previous week 9,876	32	7.576	13,456
Year ago 8,330	207	3,449	27,891
Two years ago10,518	819	7,884	15,150

\*Including 267 cattle, 1,552 calves, 34,360 hogs and 7,886 sheep direct to packers from other points. †All receipts include directs.

#### MARCH AND YEAR RECEIPTS

Receipts thus far this month and year to date ith comparisons:

Ch Ks On Ba St. Sic W: Fo Ph Inc Ok Ch De St. Mi

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Ch Ka On Ra St. Sic Wi Fo: Ph Inc Ne Ok Cir De St. Mi

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						rch	Ye	-7.6
					1940	1939	1940	1939
Cattle				 	71,633	76,898	383,951	852,936
Calves						15,366	47,503	65,845
Hogs .				 	228,537	160,380	1,350,991	944,383
Sheep	,	 	 	 	115,329	181,970	519,598	669,617

# WEEKLY AVERAGE PRICE OF LIVESTOCK

	MAN Y MONEY	20025	
Hogs	Sheep	Lambs	
\$5.10	\$5,50	\$10.05	
5.20	5.50	10.30	
7.40	5.00	9.00	
9.35	5.00	9.10	
10.15	7.50	12.65	
10.30	5.35	10.00	
8.75	4.10	8.10	
\$9.20	\$5.40	\$9.75	
	\$5.10 5.20 7.40 9.85 10.15 10.30 8.75	\$5.10 \$5.50 5.20 5.50 7.40 5.90 9.35 5.00 10.15 7.50 10.30 5.35 8.75 4.10	\$5.10 \$5.50 \$10.05 5.20 5.50 10.30 7.40 5.00 9.00 9.35 5.00 9.10 10.15 7.50 12.65 10.30 5.35 10.00 8.75 4.10 8.10

#### STEPRITE FOR CHICAGO BACKERS

		ы		91		•	٠	-	100	49	•		к,	v	-	٠.	- 1	OTTOTTO	T TT CARTIES	
																		Cattle	Hogs	Sheep
Week		е	133	d	le	d		3	fı	n.s	rc	h	1	1	6			.25,613		39,590
Previ	0	13	8		V	51	86	el	ķ.									.24,726		36,454
1939																		.24,945	66,396	57,278
1938																		.27,233	57,719	42,227
1937																		.27,139		31,052
1936		0																.26,410	41,043	37,889

#### HOG RECEIPTS. WEIGHTS AND PRICES

	No.	Av. Wt.,		rices—
	Rec'd.	lbs.	Top	AT.
*Week ended Mar, 16.	104.200	251	\$5,60	85.10
Previous week	100.576	248	5.75	5.20
1939		252	8.00	7.40
1938		252	9.75	9.35
1937		246	10.45	10.15
1936		246	10.85	10.30
1935		241	9.30	8.75
Av. 1935-1939	68,400	247	\$9.65	\$9.20
*Receipts and aver	age weig	ht for	week	ending

#### March 16, 1940, estimated. CHICAGO HOG SLAUGHTERS

	044																									
Hog s	laugi week	en	r	air	t	0	h	i	d	a	y	9	1	M	8	le	el		2	2	1	e	8	ıl		inspec-
Week en	ding	Ma	tr	el	3	1	S.																			100,360
Previous	we	ek.	, .															۰	0				0	۰		108,247
Year ap	0										0	۰	0					0					0	0	٠	70,782
Two yes	Irs a	go.		0 4			0 0			a	0	۰	0				0	0	ņ				0		0	53,768

## CHICAGO HOG PURCHASES

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, March 21: Week ended Mar. 21 Prev. week Packers' purchases ...... 50,772 Shippers' purchases ..... 4,793 59,536 66,684 Total ..... 53,565

# CALIF. INSPECTED SLAUGHTER

State-inspected kill for February:

Cattle			0		0																				0					.47,324
Calves	4						0	0	۰											_	_	_	_	_	_					. 28,000
Hogs			×		4		×	×	*	A	×						×	٠		٠	٠	*	٠			•		•	*	900 906
Sheep				0	0	0				۵	0	0	٠	0	0	0			0		•					0	•	0		.96,996

# Inspected meat food products made:

Sausa	ige																×				0						.2,522,566
Pork	and	1	100	e.							4					 . 1		-			_					ä	. 2, 702, 781
Lard	and	l k	ee	ſ	8	u	ιb	18	t	lt	u	ıt	9	В.	 		,		0		0	0	٥			0	.1,700,000
Chili																	. `			۰			۰		0	٥	8,992
Misce	llan	eo	ua								9	0	0		v.					0	0	0	0	9		۰	6,304
Tot	al .																				0						.6,941,322

# SLAUGHTER REPORTS

SIONER	show th	to TE e number the wee	of live	stock sl	aughtered
		CAT	FLE		

	Week		Cor.
	ended Mar. 16	Prev. week	week, 1939
Chicago† Kansas City* Omaha* East St. Louis St. Joseph Stoux City Wichita* Fort Worth Philadelphia Indianapolia Indianapolia City* Oklahoma City* Cicinnati Denver St. Paul Milwaukee	11,849 14,448 8,852 4,856 6,251 2,380 4,860 1,940 1,489 9,052 3,448 3,135 3,705 10,050 3,133	24,039 11,324 13,049 8,554 3,473 6,296 2,058 5,138 2,010 1,642 8,871 3,390 8,177 3,548 10,386 3,850	22,827 14,234 15,909 8,808 4,895 6,888 3,149 4,068 1,978 1,593 8,368 4,972 3,808 3,724 11,352 3,500
*Cattle and calves.	113,020	110,805	119,573
	GS		
Chicago Kansas City Omaha Bast St. Louis¹ St. Joseph Stoux City Wichita Fort Worth Philadelphia New York & Jersey City Oklahoma City Chiacimnati Deaver St. Paul Milwaukee  Total ¹Includes National Stot IL, and St. Louis, Mo.	27,891 32,430 57,333 18,683 37,737 7,478 8,096 16,993 18,741 47,860 7,319 16,469 6,613 55,357 10,534 465,897		70,782 23,320 21,078 49,213 10,758 16,267 7,613 7,470 15,360 14,402 47,342 47,342 47,342 48,674 16,680 4,257 32,211 8,425 353,852 Louis,
RH	EEP		
Chicago† Kansas City Omaba Esst St. Louis Esst St. Louis St. Joseph Sloux City Wichita Fort Worth Philadelphia Indianapolis New York & Jersey City Oklahoma City Cincinnati Denver St. Paul Milwaukee	. \$7,034 . 23,717 . 22,107 . 5,539 . 18,968 . 8,561 . 3,434 . 9,065 . 2,336 . 1,956 . 48,949 . 3,321 . 1,775 . 5,453 . 7,758 . 1,091	31,175 18,424 20,821 5,399 17,179 9,889 3,980 6,762 2,523 1,978 52,859 6,361 8,723 1,073	59,991 20,736 24,123 5,905 21,170 10,317 4,788 5,221 2,756 1,267 57,709 1,504 648 8,283 13,219 1,206
†Not including directs.	.201,004	180,322	400,042

# RECEIPTS AT CHIEF CENTERS

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Receipts for week ended March 16:

		-E.		_	-	-	1		-	-	-	_		-		-	-	_			_	_	-	-	-	_			
At	20	ma	rk	et	B:						(	C	RÍ	tt	10	B			1	H	0	g	9				Sh	eep	
Week																			46									,000	
Previ	ous	W	66	k.							1	6	1	,0	Ю	0			£									,000	
1939											1	7	8	,0	Ю	0			31									,000	
1938											1	9	4	,0	Ю	Ō			21									,000	
1937											1	8	8	,€	Ю	0		1	34	18	3,	0	0	0			268	0,000	)
At	11	ma	rk	et	:																						H	ogs	
Week	en	ded	M	Tai	eci	h	1	8										 									.398	3.000	1
Previ																													
1939								·	Ī						·						ï						. 266	3,000	0
1938								ì							ì							ì	Ĵ		ì		.231	1,000	0
1937								ĵ.										 						Û			.274	1,000	0
1986																		 							*		. 264	1,000	D.
At	7 n	nar	ke	ts							1	C	R	ti	11	e			1	Н	0	g	8				81	eep	
Weel	t en	de	1 1	Ma	re	h		16	8.		1	1	4	.6	10	Ю		1	3	43	3.	0	0	0			173	2,000	9
Previ																			3									2.00	
1939																			2									9.000	
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1987											.1	2	7	.(	X	Ю	1	1	2	1	7.	0	0	0	1		15	1.00	0
1936											. 1	13	16	ũ	Œ	Ю		1	2	3	4.	0	Ó	Ó	١		18	3.00	Ö

#### PACKER BUYING STUDIED

In connection with the nineteenth annual 4-H and F. F. A. livestock show held on March 20-22 in Oklahoma City, 80 members of the farm youth groups took a short course at the packing plants of Armour and Company and Wilson & Co. The boys were taken behind the scenes to study the buying.

# MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Department of Agriculture, Agricultural Market Service)

#### WESTERN DRESSED MEATS

	WESTERN DRESSED MEATS			
	NI NI	W YORK	PHILA.	BOSTON
STEERS, carcass	Week ending March 16, 1940	9,49834 8,26334 7,441	2,446 2,730 2,586	2,500 2,478 2,896
COWS, carcass	Week ending March 16, 1940	841 592 1,822	1,021 1,051 1,081	2,848 2,859 2,652
BULLS, carcass	Week ending March 16, 1940  Week previous	304 326 170	535 578 387	15 12 85
VEAL, carcass	Week ending March 16, 1040	13,665 11,576 13,525	1,609 1,221 1,492	848 698 681
LAMB, carcass	Week ending March 16, 1940	42,813 37,331 36,289	12,963 14,730 16,927	17,877 17,606 16,638
MUTTON, carcass	Week ending March 16, 1940	2,304 1,822 1,711	456 430 407	1,204 1,318 892
PORK CUTS, 1bs.	Week ending March 16, 1940	,651,282	437,852 521,542 399,824	454,087 571,683 325,198
BEEF CUTS, lbs.	Week ending March 16, 1940		******	*****
	LOCAL SLAUGHTERS			
CATTLE, head	Week ending March 16, 1940  Week previous  Same week year ago	9,052 8,871 8,368	1,940 2,010 1,978	*****
CALVES, head	Week ending March 16, 1940 Week previous	12,945 13,574 11,958	2,871 2,290 2,657	• • • • • • • • • • • • • • • • • • • •
HOGS, head	Week ending March 16, 1940 Week previous	46,955 51,663 47,342	16,998 17,515 15,360	
SHEEP, head	Week ending March 16, 1940 Week previous	48,949 52,859 57,709	2,336 2,523 2,756	
		211100	=1.00	******

Country dressed product at New York totaled 6,500 veal, 5 hogs and 398 lambs. Previous week 6,389 veal, 115 hogs and 320 lambs in addition to that shown above.

#### WEEKLY INSPECTED KILL

Number of animals processed in 27 selected centers for week ended March 15, with comparisons:

	Cattle	Calves	Hogs	Sheep
New York Area1.	9,052	13,008	47,860	48,763
Phila. & Balt	3,285	1,210	30,576	1,634
Ohio-Indiana				
Group <sup>3</sup>	7,739	3,932	49,401	5,914
Chicago	24,612	7,596	100,363	45,689
St. Louis Areas	9,309	5,438	57,333	6,697
Kansas City	8,990	4,278	27,891	18,198
Southwest Group's.		4,247	32,390	82,029
Omaha	11,908	865	32,430	19,712
Sioux City	5,787	148	33,737	7,911
St. Paul-Wisc.				
Group*	18,890	24,934	96,353	10,286
Interior Iowa &				
So. Minn. 4	13,578	5,212	161,554	31,808
m-4-3	100 407	70.000	000 000	000 041
Total	128,427	70,863	669,888	228,641
Total prev.	100 004	T4 0T0	000 000	044 000
week	128,084	74,058	602,306	244,206
Total last year.	126,108	70,435	517,089	263,435

"Includes New York City, Newark, and Jersey City, "Includes Cincinnati and Cleveland, Only and Indianapolis, Ind. "Includes National Stockyards and East St. Louis, III., and St. Louis, Mo. 'Includes So. St. Joseph, Wichtie, Oklahoma City, and Ft. Worth. "Includes St. Paul, Minn., Madison, and Milwaukee, Wisconsin. "Includes Albert Lea and Austin, Minn., and Cedar Rapids, Des Moines, Ft. Dodge, Mason City, Marshalltown, Ottuwa, Storm Lake, and Waterloo, Iowa.

Ottumwa, Storm Lake, and Waterloo, Iowa.
Packing plants included in above tabulation
slaughtered in March and April 1939 approximately
75 per cent of the cattle, 72 per cent of the calves,
73 per cent of the hoga, and 83 per cent of the
sheep and lambs slaughtered under federal inspection in that two months period.

#### **BELLY TRIMMINGS**

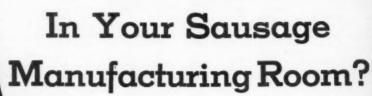
Why is it so important to check belly trimmings? Read chapter 6 of "Pork Packing," The National Provisioner's pork plant handbook,

#### CANADIAN LIVESTOCK PRICES

CANADIAN	TIAE21C	CR PR	ICE2
	Week ended Mar. 14	Last	Same week 1989
Toronto Montreal Winnipeg Calgary Edmonton Frince Albert Moose Jaw Saskatoon Regina Vancouver	7.75 7.00 7.00 6.75 6.50 6.75	\$ 7.65 8.00 7.00 7.00 6.75 6.50 7.25 6.50 7.00	\$ 7.50 7.60 7.25 6.75 7.00 5.75 5.50 6.50 6.50 7.00
1	VEAL CALVE	8	
Toronto Montreal Winnipeg Calgary Edmonton Prince Albert Moose Jaw Saskatoon Regina Vancouver	11.00 9.50 9.25 10.00 7.75 9.50 9.50	\$11.50 11.00 9.50 9.50 10.25 8.50 9.00 9.00	\$10.50 9.00 8.50 8.50 7.50 6.50 7.00 7.25 8.00 8.50
	BACON HOG	В	
Toronto Montreal' Winnipeg' Calgary Edmonton Prince Albert Moose Jaw Saskatoon Regina Vancouver 'Montreal and	9.40 8.60 8.50 8.55 8.30 8.35 8.30 8.35 8.35 Winnipeg hog	\$ 9.00 9.40 8.60 8.50 8.30 8.35 8.35 8.30 8.35 8.30	\$ 9.25 9.65 9.85 9.00 8.40 9.10 9.20 9.10 9.20 8.90
W." basis; all oth	iers "off true	K6."	
	GOOD LAMB	S	
Mananta	211.00	210 15	0 00

Toronto \$11.00
Montreal 10.00
Winnipeg 9.25
Calgary 9.50
Edmonton 8.75
Prince Albert Moose Jaw
Saskatoon Regina Vancouver 10.15 10.00 9.25 8.15 8.75 7.75

# Is Cold Slowing Up Production



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# SAUSAGE AND MEAT SPECIALTIES

has the following to say in connection with temperature and humidity in the Meat Cooler:

"Temperature in the sausage meat cooler should be from 35 to 38 degrees or higher depending on the rapidity with which the sausage maker wishes the meat to cure. Meat cures faster at higher temperatures but it deteriorates more rapidly as the low temperature check on bacterial growth is removed. A curing temperature of 38 degrees has been specified in formulas in this book.

"The percentage of relative humidity in this room is important only to the extent that it should not be so high that salt in the product will attract moisture from the air continuously. On the other hand, it should be high enough to avoid excessive shrinkage and drying out of exposed meat. Allowance can be made for such shrinkage in the amount of ice or water placed in the emulsion during processing of some types of sausage.

"A relative humidity of 80 to 85 per cent usually is found satisfactory in the sausage meat cooler."

Efficient temperature and humidity conditions are given for each department of the plant in the chapter on "Refrigeration and Air Conditioning."

Refrigeration is a decided advantage in keeping product in good condition while in the sausage manufacturing room. Dexterity of workers, however, in this room is of paramount importance and there is a limit to the amount of refrigeration which can be used without impairing their efficiency.

Time studies have established a minimum temperature at which workers in this department find no difficulty in maintaining a good speed of operations. At only 5 degrees below this point, complaints are marked and there is a noticeable reduction in output per worker.

"Sausage & Meat Specialties," The National Provisioner's new book, the first of its kind on these important subjects, contains an entire chapter on "Refrigeration and Air Conditioning" in which this important subject as well as other aids to more profitable operation are thoroughly covered.

Nineteen other chapters of "Sausage and Meat Specialties" highlight Plant Operations, Plant Layout, Sausage Trouble Shooting and Dry Sausage, and present the best of approved modern sausage practice, tested formulas for sausage and all types of specialty products.

The wide range of subjects covered in this new volume, the first of its kind, makes it an indispensable aid to every Sausage Manufacturer and Sausage Maker.

Get your order in now. One case of corrected trouble will more than repay its cost . . . \$5.00 postpaid.



## MEAT HEADS VITAMIN PARADE

The growing realization of meat's importance from the dietary standpoint, and the leading part played by the National Live Stock and Meat Board in sponsoring the program of scientific investigation behind it, were featured in an extensive article in the March 16 issue of Business Week, national magazine devoted to business trends, marketing, management and allied topics.

Entitled "Vitamins Invade the Butcher Shop," the article summarizes some of the investigations which have proved meat's high value in combating Bright's disease, anemia, pellagra and other diseases, and its usefulness in weight-reducing diets. The leading position held by various meats as sources of iron, thiamin and nicotinic acid are pointed out, as well as the fact that lard is the richest source of certain unsaturated fatty acids.

"Even now," says the article, "the packers' copywriters are sharpening pencils and market analysts are drawing new charts because recent researches rank meat near the top of all foods in many of the health-giving (and sales-giving) vitamins. As many a manufacturer in other food lines has proved, if you can sell your goods not merely to tickle the family's taste-buds but also to keep the doctor away, you really have something."

Watch Classified page for good men.

# FEBRUARY LIVESTOCK PRICES COMPARED

February livestock prices at Chicago, as reported by U. S. Dept. of Agriculture, Agricultural Marketing Service:

CATTLE AND CALVI			Hogs			
Feb., 1940	Jan., 1940	Feb., 1939		Feb., 1940	Jan., 1940	Feb.,
Steers—			Barrows and Gilts-			
Choice, 750-900 lbs\$11.51	\$11.37	\$11.94	Good and Choice,			
900-1100 lbs 11.50	11.35	12.34	120-140 lbs	4.24	4.97	
1100-1300 lbs 11.30	11.00	12.26	140-160 lbs	4.83	5.31	7.85
1300-1500 lbs 10.90	10.82	12.24	160-180 lbs	5.26	5.58	8.04
Good, 750-900 lbs 10.16	10.21	10.42	180-200 lbs	5.46	5.64	8.11
900-1100 lbs 10.00 1100-1300 lbs 9.87	9.95	10.44	200-220 lbs	5.47	5.63	8.10
1800-1500 lbs 9.55	9.55	10.32 10.31	220-240 lbs	5.38	5.52	7.98
			270-300 lbs		5.20	7.78
Medium, 750-1100 lbs 8.46	8.69	8.76	300-330 lbs	4.85	5.09	\$
1100-1300 lbs 8.20	7.83	8.75	330-360 lbs	4.75	4.96	7.68
Common, 750-1100 lbs 7.04	6.94	7.73	Medium, 160-220 lbs	4.91	5.27	7.81
Steam halfens and mined			at-unit, 100-220 tos	2102	0.0.	*****
Steers, heifers and mixed-			Sows-			
Choice, 500-750 lbs 10.50	10.87	11.26	Good and Choice.			
Good, 500-750 lbs 9.48	9.88	9.83	270-300 lbs	4.66	4.83	
Heifers-			300-330 lbs		4.73	****
	10 10	***	330-360 lbs		4.65	
Choice, 750-900 lbs 10.29 Good, 750-900 lbs 9.12	9.37	10.99 9.72	Good, 360-400 lbs		4.55	6.99
Medium, 500-900 lbs 8.02	8.22	8.57	400-450 lbs	4.31	4.47	3
Common, 500-900 lbs 6,94	6.98	7.23	450-500 lbs	4.22	4.34	6.83
000000 2000000 000	0.00	1.00	Medium, 250-500 lbs	3.95	4.17	6.68
Cows—All weights—			701			
Good 6.68	6.76	7.00	Pigs (slaughter)—			
Medium 5.96		6.48	Medium and Good,			
Cutter and Common 5.07	5.32		90-120 lbs	3.72	4.45	****
Canner 4.23	4.41	****				
Bulls (ylgs. excluded)—			LAMBS AND	SHEEF	•	
All weights—			Lambs			
Beef, Good 6.72	0.00		Choice <sup>1</sup>		9.32	9.18
Sausage, Good 6.42		7.15	Good and choice <sup>2</sup>	9.44	9.09 8.47	8.88
Medium 6.61		****	Common		7.18	6,60
Cutter and Common 6.18	6.27		Common	1.00	4.10	0.00
Correct and Commonterior Const	0.21		Yearling wethers-			
Vealers-All weights-			Good and choice	8.24	7.71	7.68
Good and Choice 10.66	11.47	10.86	Medium		7.02	6.55
Common and Medium 8.84	9.33	10.00				
Cull 7.04	7.20		Ewes-			
Calves-400 lbs. down-			Good and Choice		4.47	
			Common and Medium	3.51	3.14	8.4
Good and Choice 8.00	8.44	7.48				Feeding
Common and Medium 6.75 Cull 5.50		5.62	Good and Choice			
Cuit 0.00	9.02		Good and Onoice			0.10

<sup>1</sup>Closely sorted. <sup>2</sup>Lots averaging within top half of Good grade. <sup>3</sup>Lots averaging within top half of Medium grade.

# For TROUBLE-FREE Grinding

W-W GRINDER CORP.

FREE catalog on request. Writet DEPT. 307, WICHITA, KANSAS

> very WEIGHT! very SIZE! very SHAPE!

For complete stockinette satisfaction at exception-

very SHAPE! ally low cost, try WY-NANTSKILL the next time you order. Beef, Ham, Sheep, Lamb, Bacon, Frank and Calf Bags are stocked ready for immediate shipment...always exact size, never a variation. Send for samples of stockinettes, industrial towels, mops, etc.

YNANTSKILL MFG. CC

TROY, NEW YORK hy, 122 W. A. Just T. Just T. Just H. Murnhy St., Adrian, Mich., \* T. W. Evant Cordage Co., Inc., oo, R.I. \* J., Groslean, P. O. Box 307, Buffelo, Y. J., i, 31-17 36th St., Long Island City, N. Y. \* Joseph Oakdole Ave., Glendale, Pa. \* C. H. Selby, Francisco, Calif. \* R. G. Fluker, Warsaw, N. Y.

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SAVE MONEY ON THESE JOBS CLEANING HAM BOILERS BACON HOOKS HOG TROLLEYS MEAT TRUCKS



The AMERICAN AGRICULTURAL CHEMICAL Co.

Originators of special gelatin for use in sausage kitchens

BOX 2458

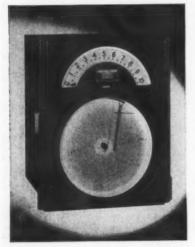
DETROIT, MICH.

QUALITY STANDARD ... FOR OVER 50 YEARS

# NEW EQUIPMENT and Supplies

#### RING-BALANCE METER

A new mechanical meter of the ringbalance type for metering steam, water, gas, air, etc., at static pressures up to 1000 lbs. per sq. in., has just been



announced by Republic Flow Meters Co., Chicago, Ill. This new meter will give full scale readings on differential as low as 3 in. of water, which is ideal for low pressure gas measurement.

The meter is housed in a rugged steel case suitable for exposed locations. It is adjusted by changing a calibrating weight, has a 12-in. evenly graduated chart, and is furnished with any combination of indicator, recorder and cyclometer type integrator.

#### FRANK BANDING MACHINE

One of the serious problems confronting the producer of a high quality meat product is point-of-sale identification. The importance of banding or branding products is recognized by all packers who advertise their products.

One highly satisfactory method of identification has been developed by the U. S. Finishing & Manufacturing Co., Chicago, which has recently placed on the market a device for sealing bands on frankfurters.

The bander, which may be used at almost any point in the plant where electric current is available, is plugged into a 110 volt outlet and grounded. Machines suitable for any reasonable voltage current can be furnished. Banding is done by hand, the bands being sealed by passing them through the heated "Lip" of the machine.

Banders are leased by the manufacturer at \$6.50 per year each. If the company using a bander buys 200,000 or more bands a year, rental is rebated.

Bands carrying appropriate two-color designs to the packer's order may be obtained through any salesman for the Visking Corp., Chicago. Prices range from 95c per thousand in 100,000 lots to 66c per thousand in lots of 2,000,000.

## DIESEL TRUCKS DISCUSSED

Packers and delivery superintendents seeking information on possibilities of cutting meat distribution costs with Diesel engine-powered trucks will be interested in some of the statements made by L. T. Knocke, Dodge-Diesel engineer, before the Chicago section of the Society of Automotive Engineers.

Diesel-powered trucks are the equivalent of gas-powered vehicles in performance, dependability and flexibility, he stated. Facts and figures from actual tests and countrywide analyses were used to substantiate the claim that, even if the cost of Diesel fuel and gasoline were the same, at least a 30 per cent saving would be possible with Diesel-powered vehicles because of lower fuel consumption.

Mr. Knocke also quoted from a study of gasoline and Diesel fuel prices just completed. This disclosed that a countrywide average saving of 50 per cent or more is possible with Diesel operation.

#### INDUSTRIAL TRACTOR

The new "Clarkat" industrial tractor, streamlined in harmony with modern design trends and steel turreted to afford complete driver protection, is being offered for rapid and economical inter-departmental meat handling.

The tractor can pull 25 tons on trailers and is compact in design so as to thread crowded aisles easily, pass through narrow doorways and operate on congested docks. Twin wheels at the



bow provide stability and assist in negotiating rough roadways while the driver sits safely within a heavy ½-in. steel body with an unobstructed view.

Power is provided by a Continental Red Seal motor. The four gallon gas tank is amply large for average day's consumption. The machine has an averall width of 38¼ in., a turning radius of 57 in. and a speed of 8 m.p.h. Equipment includes self starter, hydraulic brakes in rear drive wheels, air cushion tires in rear, universal coupler operated by driver without dismounting and all safety features to meet underwriters' inspection departments.

Clark Tructractor division of Clark Equipment Co., Battle Creek, Mich. also announce a heavier model for use on damp and slippery floors and steel ramps, and for pushing heavy objects into position. It pulls 40 tons on trailers.

#### **ROTARY PUMPS**

"Hydraulic balance," which equalizes internal pressure at all points and absorbs all shock or thrust from power end of drive shaft, is an outstanding feature of a new line of rotary pumps



introduced recently by Geo. D. Roper Corp., Rockford, Ill.

Numbering over 7,000 different units, the new line includes pumps with capacities of from one to 1,000 g.p.m. at speeds up to 1,800 r.p.m. and against pressures up to 1,000 lbs. per sq. in. Twenty-one different drives and mountings are available ranging from ordinary foot, hub and flange mounting heads to complete bedplate units for direct motor drive, gear reduction and flat or V-belt drive.

Other features include choice of spiral, spur, or herringbone gears; conventional packing box, spring-loaded packing box, or mechanical seal; sleeve or roller bearings; built-in or external relief valve; eight piping arrangements.



Main Office and Packing Plant Austin, Minnesota

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We are in a position to fill orders promptly for Polish Style Canned Hams

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# Classified ADVERTISEMEN

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

# **Position Wanted**

# Sales Manager, Provision Man

A packinghouse man with 25 years experience in plant and sales management desires new connection. Have thorough knowledge of plant operations, sales promotion and product costs. Can efficiently handle management of small or medium sized plant. Excellent record, honest, reliable and not afraid of hard work. Age 45, now employed. Interview appreciated. W-823, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## **Experienced Cattle Buyer**

Age 46 years, have had experience both large, small packers. Had complete charge of all buying of Cattle, Calves and Lambs. Experienced with feeder buying in Southwest, and yard buying in all principal markets—also country buying. 14 years with large packer. Will go anywhere. Salary secondary if suitable opportunity presented. Best references. W-384, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

# **Dry Rendering Operator**

Position wanted by dry rendering operator with steam engineer's license. Can operate plant economically and get results. Produce quality products. Several years' experience, packing house and dead stock. Married, age 32. Prefer Central States. Best references. W-837, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

#### Traffic Man

Eligible for packing house traffic department, any capacity, thoroughly trained; married, age 30. Will locate anywhere. Seven years experience aupervising packing, weighing, slipping, receiving, routing of fresh meats and packing house product via rail, truck, and express. Checking rates, handling claims, etc. Now employed, best references. Box W-844, THE NATIONAL PROVISIONER, 407 So. Dearborn Street, Chicago, III.

# Credit Manager Or Assistant

Young man, with ten years packinghouse experience, desires to make connection with a progressive packer where there is an opportunity for an ambitious worker. Experienced also in accounting procedure. Reasonable salary. Age 35, married. procedure. Reasonable salary. Age 35, married. W-842, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, 111.

# Men Wanted

# General Packinghouse Man

Ceneral Fackinghouse Man
Young man who has had practical packinghouse
experience in killing, cutting, curing, manufacturing, processing and mechanical end, to assist plant
superintendent in large middle western city. Good
opportunity for an aggressive young man. Reply
must include age, experience, present employment,
business and character references and a snapshot
if possible. Also state salary expected. Replies
will be kept strictly condential. W-836, THE
NATIONAL PROVISIONER, 407 So. Dearborn St.,
Chicago, Ill.

## Casing Salesman

Reliable house wants to increase volume and has opening for man with following. Can adjust terri-tories. Our associates know of this ad. Your reply held strictly confidential. Box W-845, THE NA-TIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

# Dry Sausage Man

WANTED: Competent dry sausage man to take emplete charge manufacturing operations of grow ing dry sausage department in middle west. State experience, qualifications and salary All replies will be kept confidential. W-847. THE NATIONAL PROVISIONER, 407 Sc. Dearborn St., Chicago, Ill.

# Business Opportunities

# **Consultant Food Technologist**

If you require the services of a consultant meat specialist with long packinghouse experience in chemical and bacteriological processing, canning, curing and manufacturing, inquire of W-814, THE NATIONAL PROVISIONER, 800 Madison Ave., New York, N. Y. for full particulars. Member Institute of Food Technologists.

# **Packing Plant**

For Sale: An up to date Meat Packing Plant fully equipped, also trucks. If interested get in touch with Al Schuesselin, 902 W. North St., Piqua,

# Run Yards And Plant

Would be interested in contacting party or parties interested in operating stock yards together with small packing plant and cold storage lockers in Southern Alabama, W-843, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

# Semmes, Bowen & Semmes, Solicitor 2500 Baltimore Trust Bldg., Baltimore, Md.

FORECLOSURE SALE BY PUBLIC AUCTION OF MEAT PACKING PLANT OF GREENWALD, INC. On the Premises UNION STOCK YARDS. BALTIMORE, MD.

THURSDAY, APRIL 4, 1940-10 A. M. Sale Includes All Real Estate, Plant Equipment, Buildings, Structures and Improvements, Engines, Bollers, Machinery, Equipment, Office Furniture, Fleet of Modern Automotive Equipment, etc., etc.

Also has Smoke Houses for Pork Packing. The Maintenance Foreman states, "This Plant has capacity of from 1,000 to 1,200 Cattle and Small Stock per week and can be in operation in from one to two weeks."

Ample Storage and Freezing Facilities. B. A. I. Inspection when plant was shut down in April, 1839.

For full information, write or wire the under-signed Trustee or the Auctioneers.

ARTHUR E. HUNGERFORD, Trustee E. T. NEWELL & CO., INC., Auctioneers

# Equipment Wanted

# Rendering Machinery

Wanted for user, Hydraulic Curb Press and Pump; Rotary Dryer; Ket-tles; 2-Filter Presses; Evaporator; Cooker; Lard Cooling Roll. What have you to offer. W-718, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

# **Equipment Wanted**

One fat cuber, also one smoke stick washer. State particulars. W-848, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

# Wanted to Buy

One electric hog casing cleaning machine for small packing house. W-846, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

# Equipment for Sale

# SPECIALS

- SFEATALS

  1-35-gal. Kneading & Meat Mixing Machine.
  1-Brecht 1000-lb. Meat Mixer.
  1-Brecht Enterprise No. 156 Grinder.
  1-Brecht 18" Filter Press.
  2-Brecht 200-lb. Stuffers, without tubes.
  1-Hand Operated Fat Cutter.
  2-Ice Breakers or Grushers.
  2-Brecht 200-lb. Stuffers, without tubes.
  1-00'x10' Revolving Degreasing Percolators.
  1000 Feet Drag or Scraper Conveyor.
  100-Vertical Fertilizer or Tankage Dryers.
  Dopp, Aluminum, Monel Metal, Copper Kettles.
  1-No. 5 Jay Bee Model T Hammer Mill.
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  CONSULDATED PRODUCTS OO.. INC.
  - CONSOLIDATED PRODUCTS CO., INC. 14-19 Park Row, New York City

# The Bunn Tying Machine

is used very generally by packers for tying sausage boxes, bacon squares, picnics, butts, etc. Ties 20-30 packages per minute. Saves twine. Write for our 10-day free trial offer. B. H. Bunn Co., 7609 Vincennes Ave., Chicago, Ill.

# **Used Equipment**

- Reconstructed 250-lb. Self-Emptying Cutter
  1 No. 48-B "BUFFALO" Cutter and motor
  1 No. 38 "BUFFALO" Cutter and motor
  1 I500-lb. "BUFFALO" Mixer and motor
  1 U. S. Bacon Slicer with stacker and motor
  1 No. 66-B "BUFFALO" Grinder and motor
  Address inquiries to F8-820, THE NATIONAL
  PROVISIONER, 407 So. Dearborn St., Chicago, III.

# **Used Equipment**

- 100-New Aluminum Ham Boilers, latest style, never used.
- -Cage Steam or Hot Water Cooking Houses.
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- 42" Sausage Hanging Trucks. Curtis Air Compressor (complete). Track Scale, Sausage Casing Puller, Scrapple Kettles and Trucks, Electric Ham Pumps, Bake oven, U. S. Electric

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Can furnish this machine complete motor drive

Oan furnish this machine complete motor drive through flexible coupling at additional cost if required.

The R. E. Jordan Co. 415-417 West Camden Street, Baltimore, Maryland

# Equipment for Sale

## For Sale

STUFFER: One 250-lb. Buffalo Stuffer. Price \$250.00 f.o.b. Wilmington. Will ship on approval, six months to pay. WILMINGTON PROVISION COMPANY, Wilmington, Delaware.

# For Quick Results

Is a piece of extra machinery or equipment taking up valuable space in your plant? If so, an advertisement placed in this space will bring results quickly and economically. For information write THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, III.

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# Surplus Equipment

The classified columns of THE NATIONAL PROVISIONER offer a quick, resultful method of selling equipment you no longer need at negligible cost. Turn space-wasting old equipment into cash. List the items you wish to dispose of and send them in. THE NATIONAL PROVISIONER classified columns will find a buyer for them.

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New, fast-dissolving tablets for curing meat . . . just another of STANGE'S exclusive products! No chance for error . . . you simply count. One tablet to every 50 pounds of meat. Write for samples.

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Durability, Convenience and Sanitation are only a few of the many features of ANCO Retainers. Hundreds of users attribute a large portion of the success of their Boiled Ham and similar products to improvements attained by the use of ANCO Retainers.

The Double Torsion springs, which provide for greater elastic limits than the coil springs, exert and maintain even pressure on the product throughout the entire processing. These Retainers are made of steel, heavily tinned. Many styles also can be made of Stainless Steel.

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Retainer Catalog No. 53

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SWIFT & COMPANY

INDUSTRIAL SOAP DEPARTMENT

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